

UNIVERSIDAD COMPLUTENSE DE MADRID

FACULTAD DE CIENCIAS DE LA INFORMACIÓN

DEPARTAMENTO DE PERIODISMO II



TESIS DOCTORAL

Beyond “Like”! How to Use Social Media to Gain Competitive Advantage

**¡Más Allá Del "Me Gusta"! Cómo Utilizar Los Medios Sociales Para
Obtener Una Ventaja Competitiva**

MEMORIA PARA OPTAR AL GRADO DE DOCTOR

PRESENTADA POR

Davar Azarmi

Director

Dr. David Parra Valcarce

Madrid, 2017

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PRESENTED BY

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Madrid, 2016

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*To my parents,
for their unconditional love and support*

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Resumen

El objetivo de la presente tesis doctoral es contribuir al establecimiento de un marco de referencia que ayude a las organizaciones empresariales de cualquier sector de actividad a rentabilizar su apuesta estratégica por la noción de ventaja competitiva mediante el uso adecuado de los conocidos como medios sociales.

Para ello, se procede en primer lugar a conceptualizar la noción de ventaja competitiva e insertarla en el ámbito de la política integrada de marketing y comunicación en general y de los medios sociales en particular, procediéndose mediante la pertinente revisión de la literatura científica a la formulación de tres categorías clave: notoriedad más relevante, construcción de confianza y búsqueda de conocimiento.

En función de las tres referidas categorías clave, se ha procedido a determinar de qué manera pueden ser afectadas por los medios sociales a través de los usuarios de los mismos mediante un cuestionario cuyas bases estratégicas se definen en el capítulo cuatro.

Este procedimiento sienta las bases para el establecimiento de seis hipótesis. Estas hipótesis examinan los efectos de la pasividad, la actividad, la repetición y la innovación en los mensajes; asimismo se ocupan de aspectos como el uso proactivo de las preguntas en los mensajes y el empleo de contenidos multimedia. Por otro lado se analiza el impacto de los contenidos generados por los usuarios, la diferente percepción entre usuarios propietarios, profesionales y no profesionales, así como las implicaciones que conlleva la conversación con las audiencias y su implicación en los procesos creativos.

Para la verificación de las hipótesis se muestra un resumen de los resultados mediante distintas tablas y gráficos. Asimismo los resultados son analizados con un conjunto de métodos estadísticos cuantitativos, suficientemente consolidados por la investigación científica e incorporados en forma de anexos,

que permiten inferir un marco estructurado de medios sociales apropiado para ser utilizado por parte de las empresas.

Tras la determinación del cumplimiento de las hipótesis esbozadas, se formaliza una lista de propuestas factibles de ser ejecutadas y se ofrecen nuevas oportunidades de investigación en el ámbito del uso estratégico de los medios sociales en los negocios.

Palabras Clave

Medios Sociales; Marketing Digital; Ventaja Competitiva; Política de Marketing y Comunicación; Publicidad; Marca; Estrategia de Comunicación; Estrategia de Negocios; Tecnología de la Información; TIC

Códigos de Clasificación JEL

L10; L14; L15; L21; M15; M31; M37

Abstract

This study aims to provide a framework on how business entities – no matter what sector they are in – can attain competitive advantage through proper usage of Social Media.

To do so, in the first place, a catalogue of competitive advantage generating aspects in Integrated Marketing Communications is constructed based on extensive literature review in three general categories of exposure gaining, trust building and insight seeking.

Afterwards, the manner by which those three general aspects could be influenced by Social Media in favor of a business is enquired from Social Media users by mean of a questionnaire.

Through the constructed foundation, six hypotheses are offered which break down those three general categories into detailed enquiries. Hypothesized enquiries examines the effects of passivity, activity, repetition and innovation in messaging, being interrogative in message formulation, using media rich messages, impact of user generated, subject's owner generated, amateur-level and professional-level content and also effect of conversing with the audience and involving them in the creative process.

Later on, a synopsis of the results is demonstrated in both tabular and graphical formats. Also, the results are analyzed by usage of well-established quantitative statistical methods to demonstrate the correctness of those hypotheses and also to infer a structured framework for proper usage of Social Media by business entities.

Finally, after proving the correctness of the offered hypotheses, an actionable list of propositions is built and further research opportunities in the field of Social Media's strategic usage in business are offered.

Keywords

Social Media; Digital Marketing; Competitive Advantage; Integrated Marketing Communication; Advertising; Branding; Communication Strategy; Business Strategy; Information Technology; IT

JEL Classification Codes

L10; L14; L15; L21; M15; M31; M37

CHAPTER 1

INTRODUCTION AND OUTLINE OF THE RESEARCH

1 Introduction

We live in a world full of competition. You can see it everywhere, from young children of a pre-school competing in little league with their pride being at stake, to nations competing in the world for better socioeconomic condition and situation.

Among all those, one of the major fields of competition lies in the business world. It can be observed everywhere. It can be in the form of booth owners in a dull street market trying to be louder and over cast each other to attract a bigger crowd and to sell more or it can be seen in the around the corner restaurant trying to convince you that their food has a special kind of a secret ingredient which makes them better than anybody else in the town, especially the other restaurants near them! Or in a nail-biting, blood shedding full-on war that you can observe between the gigantic ever-hungry multinational companies battling over resources and wrestling with all their mighty forces to earn more profit, cut a bigger market share and put a bigger smile on their stockholders' and stakeholders' face.

No matter what size the business has or at what stage it operates, there is an ever going, permanent and non-stop competition in action. Businesses are persistently looking to outperform their rivals by doing things differently or more efficiently or innovatively or ..., just fill in the blank. They want to gain an edge over their competitors, so they can secure a bigger and juicier piece of the pie for themselves.

One of the areas that can make a huge difference for businesses in this game of rivalry and give them a competitive advantage is communication (Blasick, 1988; Tucker, Meyer and Westerman, 1996; Ivanov, 2012). “La comunicación

es uno de los factores más importantes para el logro de metas en empresas e instituciones.” (Soria Romo, 2008)¹

Communication is the chief component and the glue which connects different parts of business chain together and makes them work alongside each other, as basically without communication there will not be anything more than mute and separated individuals in the world.

There are two types of communication in regard of a business; it can be either internal to it or external to it (Greenbaum, 1974; Guffey, 1992; Shelby, 1992; O’Hair, Friedrich and Dixon, 2007; Zerfass, 2008). An example of the internal communication can be communication between different departments of a company or knowledge transfer between employees of an enterprise or how team members of a project brainstorm, exchange ideas and keep in sync and so on.

As for the external communication the example can be that how a business communicates with its suppliers or clients and potential customers at the both ends of the business chain or even communicating with its competitors.

If a company can handle its communications in a certain context or area better than its rivals and gets more value out of it, it will give the company a competitive edge over those rivals (Tucker, Meyer and Westerman, 1996; Uhl-Bien, Graen and Scandura, 2000; Chiou, Hsieh and Yang, 2004; Thompson, Peteraf, Gamble and Strickland III, 2011).

For instance, let’s imagine a company who has developed a new product and wants to introduce it to the market. What does it mean and entail? It means they need to convey the values and benefits which they believe and assume the new product is going to bring to the potential buyer; which in turn translates to a need for a marketing campaign in order to introduce the product to its

¹ “Communication is one of the most important factors that help companies and institutions achieve their goals.” (Soria Romo, 2008)

potential customers and relay its desired image and also place it in the potential customers' minds.

The success of that campaign utterly and heavily – if not solely – depends on how the firm communicates its desired message and reaches out to the potential customers and invokes the right reaction it needs in them. Could they reach them better, faster, cheaper and on a deeper level than their rivals in case there is another product competing directly against them? Could they get their message through effectively and in a successful manner? Can they communicate the image of their brand correctly and in an accurate way? Can they gain meaningful and actionable feedback from the targeted market sector and audience? Can they reach a broader range of potential customers than their rivals?

Answers to all of those questions completely and entirely depends on how the company communicates, gets its message through and gathers the response and feedbacks.

The supposed company in the case above is trying to communicate externally. Now let's imagine another company which has to give some sort of training to its new employees and to make sure they are prepared, well informed and gained complete acquaintance with the process they are going to be involved with during their job.

Therefore, it certainly matters, how this training is going to be handled or in other word how the knowledge is going to be transferred. Is it going to be person to person? Is it going to be handled by some sort of wiki? Is it going to be sort of a multimedia self-training package? Is it going to be on-field or off-field? If it is a complex process, how it is going to be broken down to smaller chunks and how each of those smaller bits is going to be handled, fed and presented? How could it be done in a shorter period of time without compromising quality of the training? And many more criteria which have to

be considered in the process to make the job of knowledge transfer handled efficiently and effectively.

1.1 Research Justification

1.1.1 The Internet and Connectivity

The ways of communication had changed profoundly in the recent decades by institution and establishment of Information Technology as a mean for communicating (Williams, 1982; Forester, 1985; Dutton, 1996; Castells, 1999; Cairncross, 2001). “Sin duda alguna el desarrollo de la World Wide Web (www) por parte de Tim Berners-Lee en 1989 es el elemento detonante de este proceso [la profunda transformación en los procesos de adquisición y transmisión del conocimiento].” (Parra Valcarce, 2008)² And we should take into account that the Internet is getting easier and easier to access, faster and faster and more available and at reach, day by day. We are by far past the days that common way of the Internet access was through dial-up modems and desktop personal computers.

In today’s digitalized world, you have the Internet access almost anywhere, and not just on your desktop computer, but also on your laptop, your tablet and your smartphone, it is practically in the palm of your hand. It is a world of Wi-Fi connections in restaurants and newsstands and 3G and 4G connectivity on your smartphone wherever you go. Actually, research shows that in today’s connected world around half of the world’s population (more than three billion people) has access to an Internet connection in some form or shape either on a desktop PC, laptop computer, smartphone, tablet, video game console or a similar device (International Telecommunication Union, 2015).

² The introduction of the Internet in general and especially World Wide Web was a major turning point for the way we communicate and changed the landscape of communication radically (Parra Valcarce, 2008).

“Una verdadera alfabetización digital no consiste sólo en enseñar a utilizar la computadora y distintas aplicaciones informáticas, sino que debe ofrecer los elementos básicos para el desarrollo de capacidades que permitan la comprensión y dominio del lenguaje en el que están codificados los programas.” (Levis Czernik, 2006)³

Let's draw a comprehensive picture of present communication state. In Figure 1-1 you can see the estimation on the number of devices which are connected to the Internet at present and also estimation of the number of them for the coming years made by some of the major telecommunication companies of the world (Please be noted that the Internet connected devices are not essentially consumer end products like a smartphone or a desktop PC, they can be a backend router, a web server, a security camera or any other device which uses the Internet as a mean of data transfer).

³ Today's world is so connected and dependent on information technology which knowing how to work with computer applications are not considered enough as digital literacy, but an understanding of underlying technologies and programming languages is considered to be important and essential as part of digital literacy (Levis Czernik, 2006).

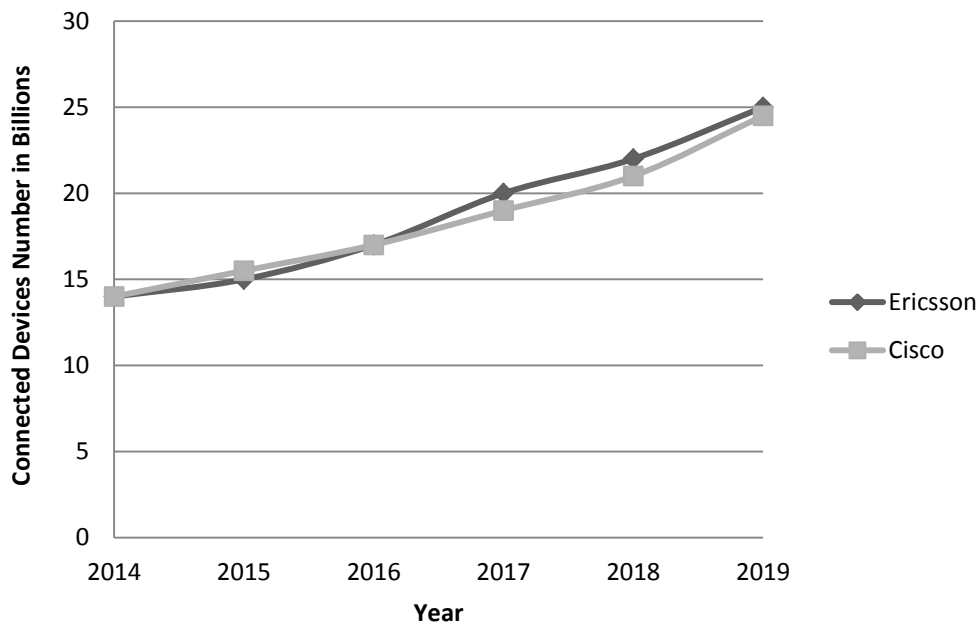


Figure 1-1: The Internet Connected Device Projection

Source: Own Elaboration Based on Cisco (2015) and Ericsson (2016)

The lower end curve of the estimation belongs to Cisco (one of the biggest the Internetworking device producers in the world) which estimates we had around 15 billion devices connected to the Internet in 2015 and the number would increase up to 24.5 billion in 4 years (by the year 2019). On the upper end curve is Ericsson (one of the largest telecommunication firms in the world) which estimates, in 2015, the number of the Internet connected devices were more than 15 billion and would grow up to 25 billion by 2019. Others' (Google, GSMA and Intel) estimation are all near these two (World Economic Forum, 2012). Anything between these two limits we consider to be the accurate numbers, does not matter in the fact that we have more devices connected to the Internet than the whole earth's population and the number is growing faster than earth's population growth.

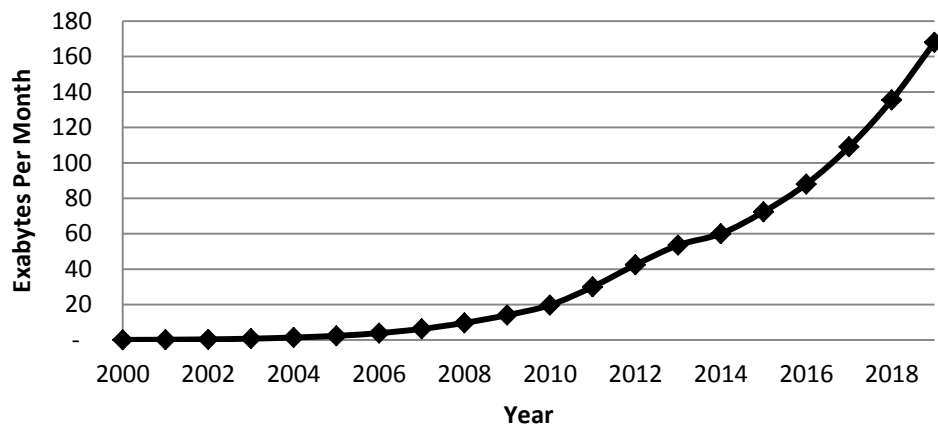


Figure 1-2: Global Internet Traffic Growth

Source: Own Elaboration Based on Cisco (2012) and Cisco (2015)

It is not just the connected devices that matter, but the quantity and rate of data travelling between those devices matters too. As you can see in Figure 1-2, transferred data is growing at an exceptionally and extremely fast pace in the world and it is not only the transferred data which is growing but also the stored data is mounting with the same pace as traffic. The prediction is that by the end of year 2016, we would surpass 1 zettabyte (Please refer to Appendix 8.2 for a brief look at computer data measurement units) of yearly Internet traffic and by the end of the year 2019, we would double that and reach to over 2 zettabyte of yearly traffic (Cisco, 2015). It means in year 2016 an equivalent of approximately 245 billion DVDs would be passing through the Internet and in 2017 the amount of data passes each 3 minutes through the Internet is equal to all the movies ever shot in the history of cinema (Cisco, 2012, 2015).

In 2018, the number of devices connected to the Internet would be three times bigger than the whole planet's population and there would be 15 gigabytes of data per person going through those devices, considerably higher than 2011

which the number of devices connected to the Internet were equal to the earth's population and the amount of data going through per person was 4 gigabytes. In 2012, 6% of total Internet traffic was being produced by devices other than personal computers (such as smartphones, tablets, TVs and so on), and by the end of 2016 it will hit 20% mark. In 2014, the amount of the Internet traffic produced by wireless devices passed the amount being produced by wired ones and by the end of 2016 more than 60% of the whole Internet traffic would be originated from wireless devices (Cisco, 2012, 2015).

In 2012 half of the whole Internet traffic were made of packets carrying the Internet video and by the end of 2012 there were more than a million household around the world with more than one terabyte of data traffic per month. On each passing second of 2016, 1,200,000 minutes of video content (Which around 80% of it would consist of high-definition video) is passing through our beloved Internet, and it took a single person around 6 million years to watch the amount of video going through the Internet in one month (Cisco, 2012, 2015).

Denton (2011) points out some of the major reasons behind this extreme increase of data which we are observing. He says as hardware gets cheaper and more available widely, marginal cost of digital content's duplication would get considerable lower even almost get to zero, the distribution of the digital content would become much easier and more automatic and also the online storage of digital content would last longer while makes it more available and accessible.

Another important fact in this hyper-connected world is the mobile broadband Internet connection growth (which reaches to the final customer by technologies such as 3G and 4G) through the first decade of twenty first century. It not only extensively spreads the Internet access and availability – both in total number of the Internet users and geographical coverage of it – but also made the Internet almost an ever-present phenomenon in people's life

which in turn gives countless new possibilities and opportunities for new ways of communication.

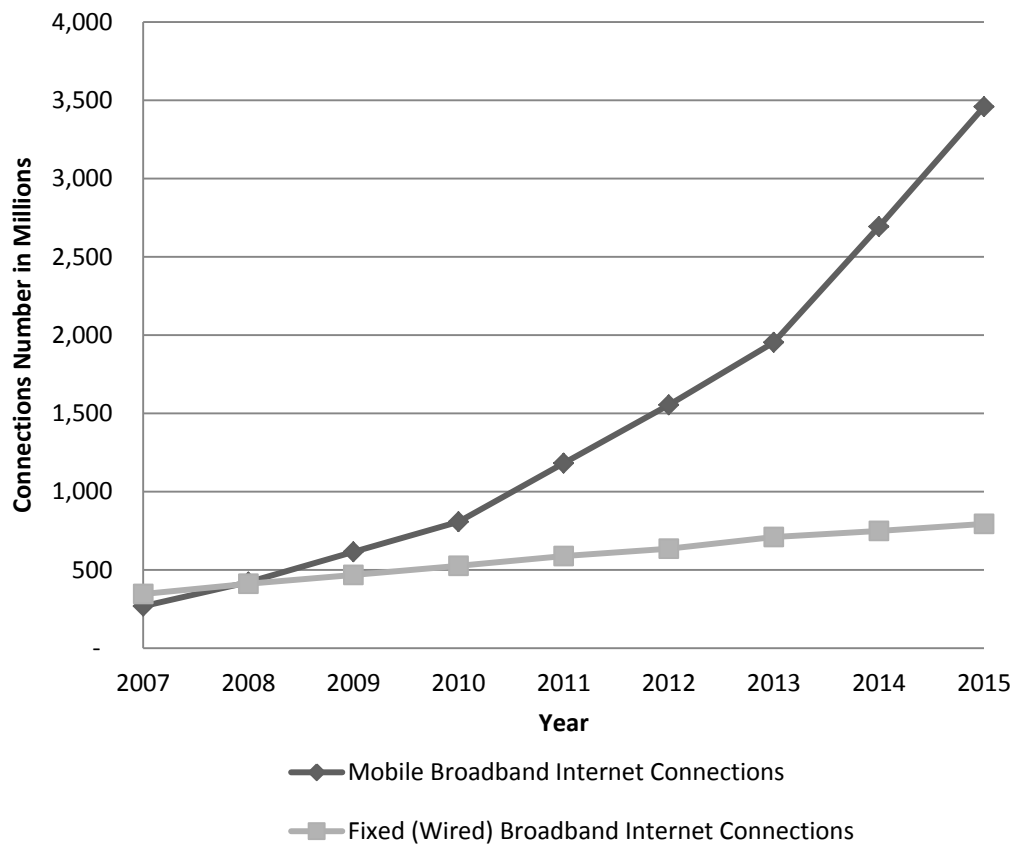


Figure 1-3: Mobile Broadband vs. Fixed (Wired) Broadband Internet Connections

Source: International Telecommunication Union (2015)

When the year 2008 passed, the number of end-user connections to the Internet that had been using mobile broadband technologies also passed over the ones made with fixed (wired) broadband technologies. Moreover, the growth rate of mobile broadband Internet connections has been way over fixed (wired) broadband Internet connections in the previous years (Figure 1-3) which, in turn, has resulted in more and more mobile Internet connected devices in comparison to fixed ones.

This change in the trend demonstrates several things. First thing to notice is that it shows when comes to the Internet connection, mobile is getting to be the first choice of people. Also, perhaps it is the only way in many regions – especially developing countries and rural areas in the developed countries – for people to get access to the Internet as the infrastructure for fixed broadband Internet is not in place in those places (For more information and also a detailed list of developed and developing countries please refer to Appendix 8.1.1.18.1.1.1 and Appendix 8.1.1.2 respectively). Moreover, it shows us that for many of the Internet users, mobility is getting very important and the Internet and connectivity is becoming an ever-present or always-essential experience than just being something on their desktops and this is true in both developed and developing countries (World Economic Forum, 2012).

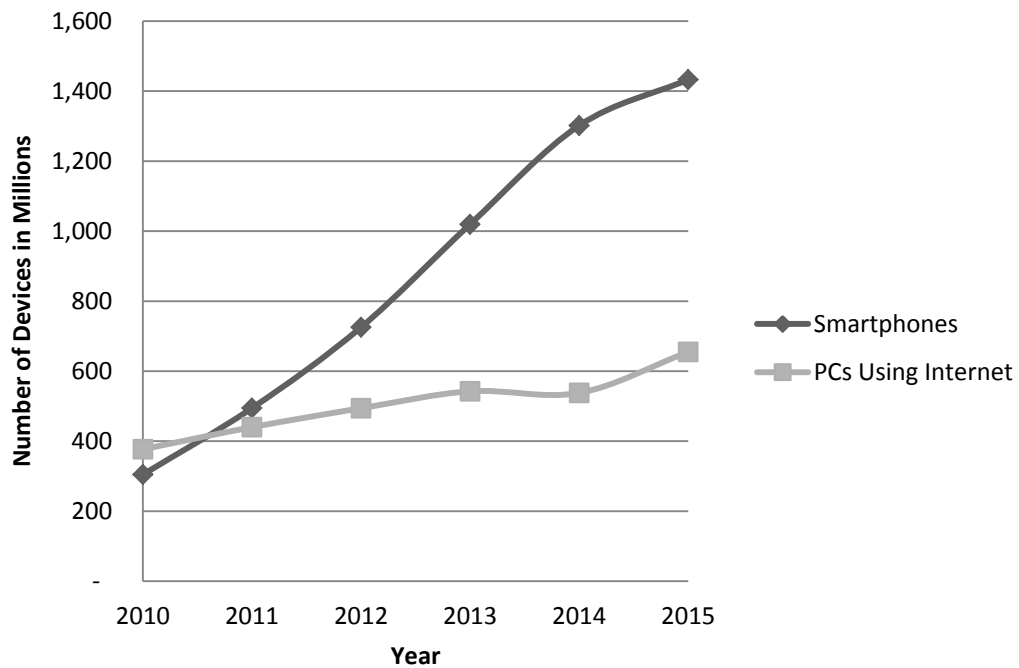


Figure 1-4: Number of PCs (Desktop PCs, Laptops, 2-in-1s and Tablets) vs. Smartphones

Source: Own Elaboration Based on IDC (2015, 2016)

Another phenomenon that must be taken into account is the vast increase of mobile broadband Internet connections, which is mostly because of the rise of mobile computing. Majority of today's personal broadband Internet connections are being used by smartphone holders. In 2011, smartphones' sales numbers exceeded number of sold personal computers (Desktop PCs, laptops, 2-in-1s and tablets, altogether), and the trend was expected to continue with estimates saying number of smartphones will grow three times faster than number of the Internet connected personal computers in the years to come (Strategy Analytics, 2011a, 2011b) while in reality the gap in growth was even bigger and was up to five times (IDC, 2015, 2016).

Expectation was that during a five year period of time (from 2011 to 2015) sales of smartphones to be around four billion pieces and it actually went

almost near five billion pieces. This means nothing but that the most eminent and major platform of the Internet access in the years to come will be the smartphones in the palm of our hands (Figure 1-4).

Smartphones – available in the market right now – are offering comprehensive set of features to the owners. Features like full functioning operating systems, complete web browsing capabilities, video conferencing, high-definition and vivid video capturing and playback, high resolution photography, 3D video games, word processing, spread sheet software programs and much more. These little devices are becoming our all-time buddies. They are consistently on, incessantly with us and ever connected with batteries getting better and better life times. Besides, by having GPS modules inside them, they are location-aware too. And by integration of all these features through smart and innovative software programs, they offer a significant and ever growing amount of useful tailor-made services to us.

With the pace that hardware technology moves, year by year we have faster CPUs, screens with higher resolution and brightness, memories with bigger capacities, and with all those, no wonder that today's smartphones are completely superior to the personal computers which were in market just some years ago. The increase in the process power of handheld devices such as smartphones has been staggering. Just in around a decade, processing power of mobile phones has increased by hundreds of times, and in just a few years they will, by far, surpass today's personal computers in term of processing power. Also, you should consider that these processors are being specially made for mobile usage (Like being small, with low heat production, with low power usage and so on) which are empowering all sorts of handheld devices like tablets, smartphones, eBook readers and so on.

Even in today's world, smartphones have a major role in providing us with the Internet access. Smith (2011) finds out that in USA not only 35% of American adults owned a smartphone but 25% of those who owned a smartphone

preferred to use their smartphones to access the Internet rather than their personal computers. And it is not only developed countries that are enjoying perks of smartphones; developing countries are also catching up. For example, in Brazil the sales of smartphones with 3G access tripled in a one year period between May 2010 to May 2011 (GfK Retail and Technology, 2011). As it is obvious, mobile computing spread is a worldwide phenomenon.

As mentioned earlier, integration of innovative software programs which can employ the vast hardware capabilities of the smartphones – and also other handheld personal devices – can offer tantalizing consumer services which can accompany you everywhere. This and the fast growth of handheld devices usage is changing how the software and services industry – which were focused mainly on personal computers and desktop Internet services like Microsoft, Amazon, Facebook, eBay, Google – offer their software and services. Now, they are putting more attention on serving mobile users. To make it clearer, let's take a look on some facts and figures:

- Facebook is saying that among its 1,654 monthly active users more than 1,508 million of them are accessing their services through their handheld devices (Facebook, 2016) and those users are 200% more active than the users who are using personal computers to access Facebook (Digital Stats, 2011).
- Google's Map service was being used by more than 150 million users from their mobile devices which counted for 40% of its total usage, and also during New Years and Christmas of 2011 mobile access to this service was higher than personal computer access of it (Geller, 2011).

- Total mobile applications which were downloaded in 2010 were a huge 8 billion (Baghdassarian and Milanesi, 2011) which by 2017 would pass 250 billion's mark (Gartner, 2013).
- Microsoft designed Windows 8 with consideration of mobile CPU architecture, to deliver a seamless experience on smartphones, tablets and other handheld devices matching with their personal computer version of it (Sinofsky, 2012).

Although developed countries in the Internet access are ahead of developing countries but the good news is developing countries are not passive in this aspect and are progressing with a fast pace.

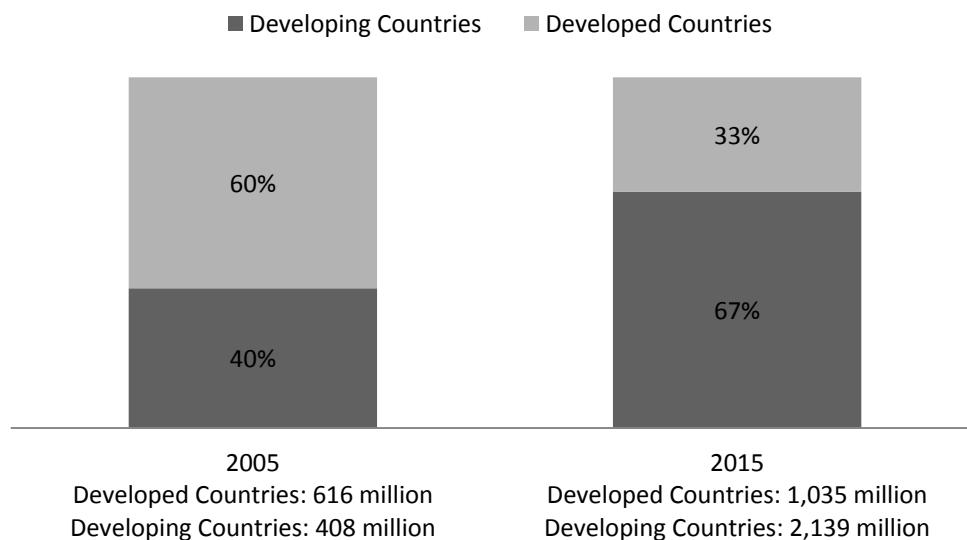


Figure 1-5: Individuals Access to the Internet by Country Development Level

Source: International Telecommunication Union (2015)

As you can see in Figure 1-5, individuals with access to the Internet are growing fast in developing countries and the number of the Internet users in an 11 years period (from 2005 to 2015) got more than quintupled. And also, the number of the Internet users in developed countries is increasing too, although because they already have higher percentage of individuals with the Internet access, the pace is much slower than developing countries.

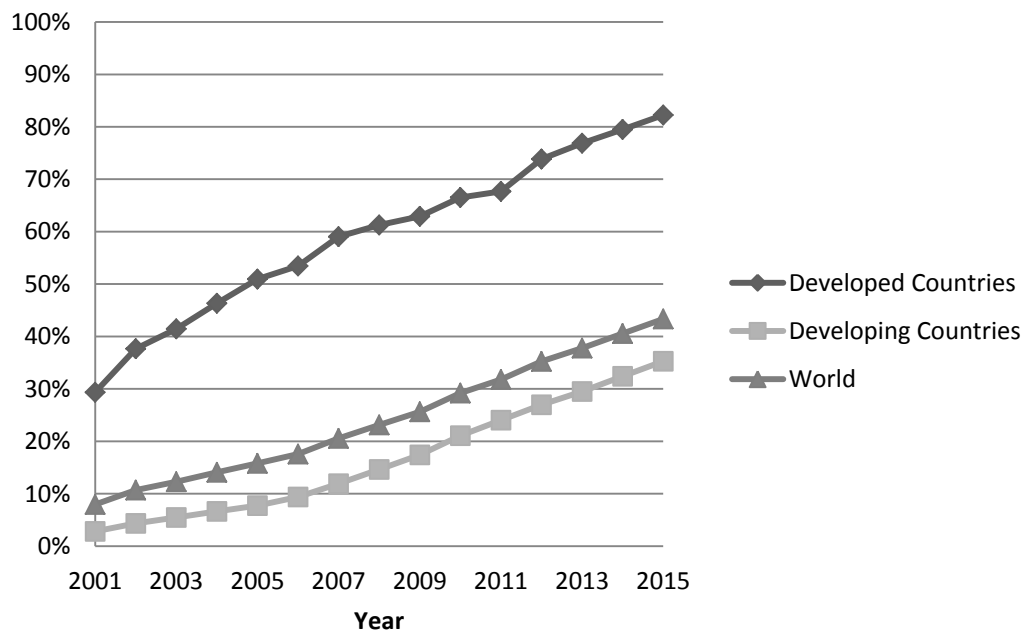


Figure 1-6: Percentage of Individuals with Access to the Internet

Source: International Telecommunication Union (2015)

In Figure 1-6, you can see this percentage of individuals with the Internet access during a 15 years period (from 2001 to 2015) in developed and developing countries and in the whole world. As you can see the Internet is becoming more and more popular in both of those country groups on a steady pace. The closeness of the world's percentage of people with the Internet

access toward developing countries is because most of the world's population lives in those countries.

There are three different important connectivity indicators, percentage of households with the Internet connection, percentage of individuals with access to fixed (wired) and mobile broadband Internet connection. Figure 1-7, Figure 1-8 and Figure 1-9 show how those indicators are growing in different country groups and in the world.

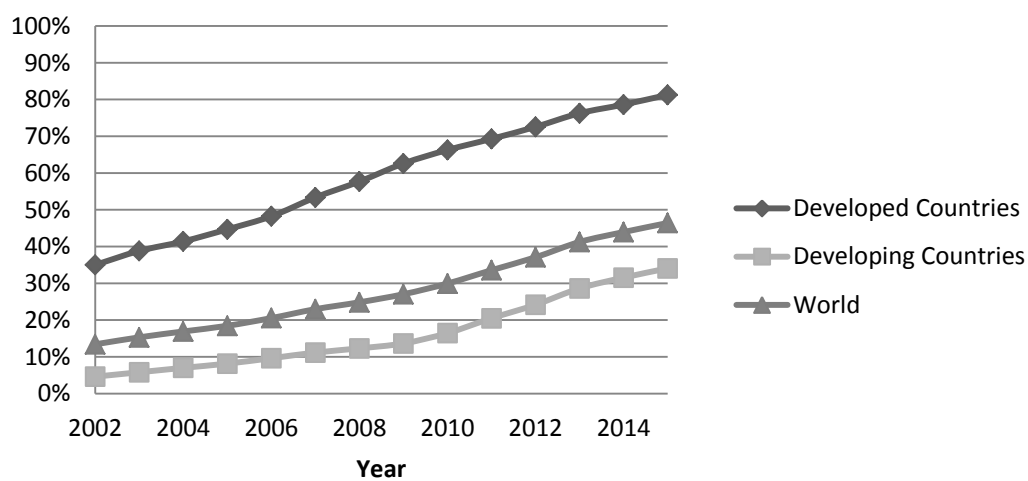


Figure 1-7: Percentage of Households with Access to the Internet

Source: International Telecommunication Union (2015)

As you can see in Figure 1-7; almost half of households worldwide (more than 46%) had an Internet connection by the end of the year 2015. Although the number of households with the Internet connection in developed countries are growing with a faster pace than in the developing countries (mainly due to infrastructure deficiencies) but nevertheless growth in the developing countries is steady. Almost 33% of developing countries' households have a personal computer and more than 34% have an Internet connection (some solely depend on smartphones to access Internet), which just five years ago the numbers were

22% and 16% respectively. It seems that having a personal computer and the Internet connection is becoming convergence (International Telecommunication Union, 2015).

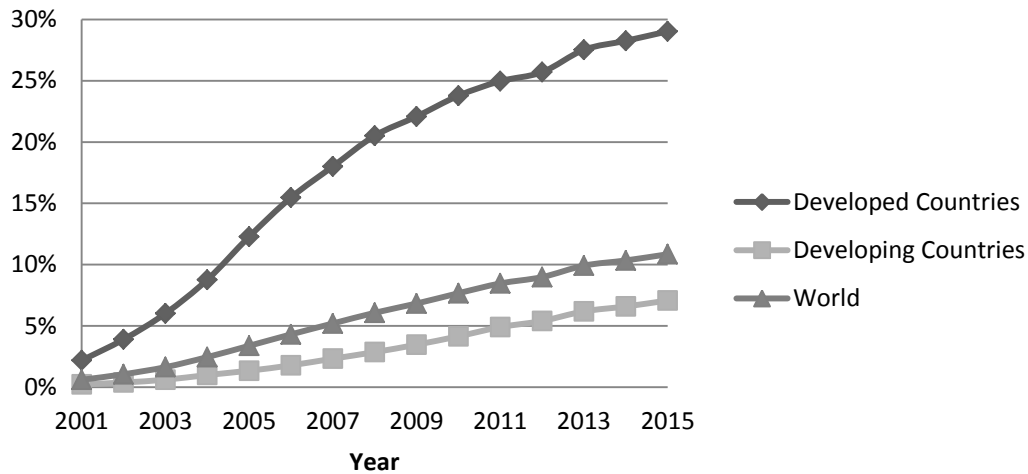


Figure 1-8: Percentage of Fixed (Wired) Broadband Internet Access

Source: International Telecommunication Union (2015)

By the end of the year 2015, there were around 794 million fixed (wired) broadband Internet connections in use. As the fixed (wired) broadband connections keep growing constantly in number (Figure 1-8), they keep dropping in price, which makes them more affordable and hence helps the growth even more. During a 2 year period (from 2008 to 2011) in the developing countries the average price for fixed (wired) broadband Internet connection dropped over 50%, and in the whole world the average price decrease was around 18%; and after 2012 the prices have been almost steady and stable. In developed countries, people usually use fixed (wired) and mobile broadband connections for different purposes, but in many developing countries and in many cases – because of the lack of proper infrastructure – many of the citizens have not been able to get an access to a fixed (wired)

broadband Internet connection, therefore in some of them the telecommunication companies have been able to fill the gap, somehow, with mobile broadband Internet connection (International Telecommunication Union, 2015).

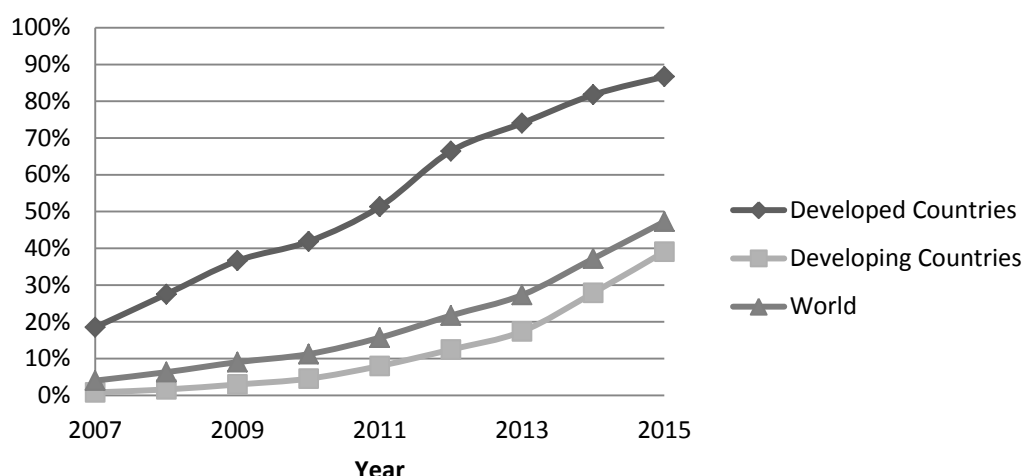


Figure 1-9: Percentage of Mobile Broadband Internet Access

Source: International Telecommunication Union (2015)

Up to the end of the year 2015, around 69% of the world population was under 3G connection coverage, which shows a fast growth comparing to 45% in 2011; although there is big disparity in coverage among urban and rural population (89% against 29%). And the number of mobile broadband Internet connections at use was around 3.5 billion connections. The good news is that in developing countries in the past decade the price of mobile access has been dropping, although it is not still affordable for everybody in many countries (International Telecommunication Union, 2015).

In 111 countries cost of a basic broadband Internet connection, either fixed (wired) or mobile is equal or less than 5% of average GNI per capita. But meanwhile, in developing countries the same basic connection costs (based on

purchasing power parity) more than 3 times of a similar connection in developed countries (International Telecommunication Union, 2015).

Based on all that, the fact that matters is access to the Internet is getting easier, cheaper and faster while the number of people who are connected to the Internet is increasing at an astonishing rate year after year.

As you can see, we live in a hyper-connected world. Hyper-connectivity describes the fast pace of changes in the ways we communicate because of the epidemic usage of information technology mixed with omnipresent Internet. The hyper-connectivity not only encompass the new means which by those we communicate and collaborate but also the influence of these new tools, new ways and fast change on our personal life and our organizational conduct.

This hyper-connectivity is a result of faster Internet, wireless on-the-go connectivity, explosion of smartphones and mobile tools, cloud computing – which gave us access to our data, no matter where we are and make them ever-present. In today's world, not only people are in constant contact with each other – as individuals or as part of their organizations and institutions – but also they are communicating with machines constantly through ever improving interfaces. But, that does not stop here; nowadays machines are connected to each other too and communicating without need of straight human interaction. Hyper-connectivity crosses the frontiers of space and time. It puts everybody in touch with anybody and anything, no matter where or when; it is everywhere at all the time. This made us a new world, or better to say new way of living in the world, a worldwide neo-metropolitan, where the geographic distance and levels of development fades away in many aspects. It makes our days to work around the clock, nonstop. “Los jóvenes viven en plena revolución tecnológica. En muy poco tiempo, el uso de las TIC se ha generalizado hasta tal punto, que

la mayoría no concibe la posibilidad de vivir sin ellas.” (Espinar Ruiz and González Río, 2008)⁴

There are several vital characteristics associated with this hyper-connectivity; those are as the followings:

- **Works all the time:** There are fixed (wired) Internet connections at our houses and workplace, and mobile ones at our hands. These make sure we are connected to anybody that matters to us at all the time and we can reach anything that is offered nonstop.
- **Always at reach:** All these connected servers and machines, puts people and all the companies, institutes and any kind of entity together without a break and makes sure that we have nonstop and easy access to countless of different services and all kind of information offered by them.
- **Full of information:** An endless ocean of sites in different shapes and colors with likes of online news site, encyclopedias, search engines, video channels, radio stations, academic journals and thousands and thousands of different types of services give us access to infinite amount of information.
- **Two-way collaboration:** Hyper-connectivity breaks down the structure of top-down communication, while a few are offering and a lot are consuming. It gives an opportunity to anybody to offer something and to get response from anybody on that matter (Gates, 1999).

⁴ This pervasiveness of information technology is to the point that younger generations almost could not fathom the life without it (Espinar Ruiz and González Río, 2008).

- **Machines and people alike:** In this hyper-connected world, it is not just people who are in touch with others, but they are also in exchange with the machines too. Also, machines with sophisticated technologies and artificial intelligence are in touch with each other, making sure that the services we need are working seamlessly (Oberquelle, Kupka and Maass, 1983; Suchman, 1987; Preece et al., 1994).
- **Nonstop storing:** There is almost an unlimited capacity available to store things up. Our correspondence, our recordings of daily life, our memories, our diaries, our experiments, our bank records, our health information, everything is being stored and documented by us on almost everlasting storages.

1.1.2 Social Media Role in Communication

One of the major aspects and reasons of these drastic changes in the ways of communication and also accelerating it beyond imagination is Social Media and also introduction of Web 2.0 which brought vast enhancements to the ways Social Media technologies – such as blogs, micro blogs, video and photo sharing technologies, wikis, social networks, podcasts, discussion forums and ... – operate (Kamel Boulos and Wheeler, 2007; Russo, Watkins, Kelly and Chan, 2008; Tuten, 2008; Boyd, 2010; Cochrane and Bateman, 2010; Kaplan and Haenlein, 2010; Berthon, Pitt, Plangger and Shapiro, 2012).

There are hundreds of social networking websites around. Facebook as the largest social networking website in the world, currently have around 1.65 billion monthly active users who constantly are posting updates about their lives, sharing personal photos, talking about any imaginable things (Facebook, 2016).

Wikipedia, has more than 40 million articles in 293 languages (Wikimedia Foundation, 2016a), all contributed for free by its users and is being visited more than 15 billion times – with 6.8 billion of them from handheld devices – a month (Wikimedia Foundation, 2016b) by more than 374 million unique visitors (Wikipedia, 2016).

On WordPress (a blogging tool and site) more than 22.3 billion pages is being viewed by 409 million visitors each month, and people post more than 59 million new posts a month and readers are participating by putting more than 48 million comments monthly (WordPress.com, 2016).

Twitter as a micro-blogging site has 310 million monthly active users which 83% of them access to the site from their mobiles which are sending more than half billion tweet a day (Twitter, 2016).

YouTube as the biggest video sharing website in the world has more than a billion users and watch time has been growing constantly for the past three years, every year at least 50% (YouTube, 2016).

You can go on Amazon.com and read what people are saying about each product and talking about their real experiences with them. On IMDB.com (Internet Movie DataBase) you can read people's review of the movies and how they rank them. On DPreview.com (Digital Preview) people are constantly debating about digital photography and digital camera technologies.

There are thousands and thousands of such lively Social Media services available on the Internet. But, are businesses understanding all these new channels and using them in their own advantage? Based on Iacobucci (2007), not well; and they are having problems in using these new type of media to communicate. Moreover, she believes it is extremely hard to conduct researches in this area of online world as businesses still does not apprehend completely the value of collecting the precious data in these channels and

mashing and converting them to usable information through well-designed research and sophisticated methods.

Understanding these media can be vital in some cases, for example for the music industry, as the Internet revolution was the reason of their big sales decline and huge cuts in juicy profits. But, with a good understanding and adapting to Social Media, now the Internet has become their solution too (Iacobucci, 2007).

Another point here is that in such a hyper-connected world, the companies are not any more in charge of what it has been said and discussed about them and their products or services any more (Lichtenthal and Eliaz, 2003; Solis and Breakenridge, 2009; Kaplan and Haenlein, 2010; Mulhern, 2009; Qualman, 2010). In the traditional world, it was the public relation and marketing departments of each company which was in charge of what kind of information – as which type of content, in what form, how and where – is going to be disclosed to the consumers and the public, and they were always seemed to be in control of the image and information of their companies and products and what was being said about them.

But that paradigm has changed, as Mulhern (2009) says: “Media companies and advertising agencies have long operated in a centralized environment where content producers and distributors serve as gatekeepers for what gets produced and disseminated. Technologies now empower consumers to control what information they receive and to produce text, images, audio and video content for others to access.”

Nowadays, you just need to go to your search engine of preference – anything that may be, such as Google and Bing – and type a company’s name or a product or any brand that you are curious about, and normally in the few top results you would see a link to the company’s website, and also a link to its commensurate Wikipedia page; and, if you are interested in the pros and cons

about them, you are just a few clicks away of obtaining a profound and meticulous list of them. Also, if you have something to say – negative or positive – about them, it is very easy to put your idea out there for everybody to see in numerous outlets available.

For example, it is very easy to find out that Apple's iPhone 5 has a big list of problems in different areas such as its frame durability, maps' application, antenna's power, Wi-Fi and Bluetooth connectivity, camera performance, touch screen, battery charge retaining capacity, iMessage bugs and so on (Smith, 2012; Wrenn, 2012; Hill, 2013; Kovach, 2013, Mills, 2014).

And besides, not only you would find all those problems about their product; you could also see that Apple has outsourced its production to a Chinese company called Foxconn which is almost treating its labor force as slaves or a little bit worse than that and also uses child labor (Blodget, 2012; Reisinger, 2012; Garside, 2013; Moon, 2013; Gibson, 2014).

Then you would find out that Apple actually have some problems with its talented workforce as Steve Jobs (Apple's CEO at that time) tried to make an under the table deal with some other powerful companies such as Google, Intel, eBay, Pixar, Intuit and Adobe to prevent them from getting better paying jobs elsewhere and actually have to pay fines about 415 million dollars to some of their employees over a very embarrassing lawsuit (Arce, 2015; Levine, 2015; McCormick, 2015; Mintz, 2015; Reuters, 2015) which now even has a Wikipedia entry under "High-Tech Employee Antitrust Litigation" title in two languages. You would find all these and much more just with a few keystrokes and a bunch of clicks and without spending much time!

In almost every situation the companies are not any more in charge but they are simply just another participant (if participating at all) in the conversation. Moreover, they cannot edit or delete the articles, posts and comments which are not in their favor; it can be because they do not have the expertise to do

that, or more probably they cannot or do not have the rights of doing so. For example, Wikipedia strictly prohibits any participation of any beneficiary in the creating or editing of the related articles to their interest (Wikipedia, 2012). And all of that publicity would probably be available and accessible to everybody forever.

As Andzulis, Panagopoulos and Rapp (2012) says: “Beyond simply using Social Media technology for updating pictures and posting status updates, consumers and members of society in general have found that Social Media applications can actually empower them when considering the flow of information.”

1.2 Research Question and Objectives

Most of the academic works which has been done on Social Media have their focus on media aspects of it as a new channel of marketing and majorly are trying to adopt classic and conventional marketing methods to Social Media.

This research’s interest is mostly in strategic role of Social Media in the whole business strategy and especially as a part of strategic marketing and value chain, which has not been studied much up to now.

Hence, the focus of this study is going to be put on business strategy aspect of Social Media and define some simple but powerful rules which by considering and using them a business entity could drive more attention toward itself, enjoy more publicity, have a better relationship with their clients and potential customers, get access to their valuable information and therefore, by all those, drive more value toward itself and gain a competitive advantage over its rivals. Thus, the main research question of this study could be formulated as following:

What are the simple and fundamental rules of communication in Social Media which could help an entity to build trust, gain exposure and get insight into the market?

1.3 Study Method, Data Source and Outcomes

Six hypotheses are formulated in a way to permit statistical testing over the rules mentioned above.

The population under study obviously is Social Media users. To test effectiveness of the rules and prove the justness of the offered hypotheses among the population, primary data has been collected by distributing a questionnaire among considerable number of Social Media users in different regions across the globe (Europe, The Americas and China).

Due to limitations in resources and accessibility, it was not possible to study the Social Media users in other regions with the same accuracy for the regions under study which mentioned earlier.

The collected data is summarized in tabular and graphical formats; and also, the data is analyzed by common and well-established quantitative statistical methods to prove the effectiveness of those rules.

1.4 Relevance and Contribution of the Research

Communication is a corner stone of human relationships, it is an ever present phenomenon in our lives in general (Tomasello, 2008); and hence, it is an essential component of conduct and strategy in any business entity. This communication can be with internal or external stakeholders (Greenbaum,

1974; Guffey, 1992; Shelby, 1992; O’Hair, Friedrich and Dixon, 2007; Zerfass, 2008).

In internal communications a business entity’s members communicate with each other and relay information in between. In external communications the business entity is reaching outward and communicating with suppliers, clients and potential customers, general public and so on.

A major aspect of communication strategy of firms is how they communicate with their markets. As a response to modern requirements of strategic communication with markets, “Integrated Marketing Communication” concept and practice have emerged in marketing discipline (Proctor and Kitchen, 2002; Smith and Taylor, 2004).

Advent of digital technologies revolutionized communications’ field in many aspects which one of them was emergence of Social Media as a new way of communication (Smith, 2009; Qualman, 2010; Hanna, Rohm and Crittenden, 2011).

Social Media, in a nutshell, is a combination of Media and the Internet’s outreach power. This combination of Media and the Internet’s outreach power completely changes the way firms and markets communicate with each other (Smith and Zook, 2011; Ketter and Avraham, 2012).

A common mistake of many firms is that they treat Social Media the same way that they treat traditional media; hence, they entirely fail to reap the power of this new form of communication. Many other firms – although aware of this difference – fail to properly use the power of Social Media in accordance with their strategic objectives (Kaplan and Haenlein, 2010, 2011; Meyerson, 2010; Sosnow, 2011; Gensler, Völckner, Liu-Thompkins and Wiertz, 2013; Scott, 2015).

Therefore, a proper understanding of how Social Media works and how the users behave could help a firm to gain competitive edge against its less aware competitors. This research provides the fundamental rules of communication over Social Media.

Those fundamental rules, together, construct a general and simple solid framework and build a concise and actionable guideline to help everybody to use Social Media more effectively without adding complexity to the manners by which they communicate. Incorporating this rules in the way that a firm approaches its audience on Social Media would help it to perform better than its unaware or less aware rivals and gain a competitive advantage.

1.5 Structure of the Thesis

This thesis has its roots in several different topics in information technology and business strategy, majorly internet technologies, digital media, competitive advantage, and strategic marketing. Being a multi-disciplinary work and planning on explicating the use of Social Media for winning competitive advantage, this research has gone through the following phases:

- i) Building a theoretical foundation – a basis for the research – based on an extensive review of the existing literature on the subjects mentioned above.
- ii) Several hypotheses are established through arguments which link them and also the rationale behind them, to the theoretical foundation which is constructed in the earlier phase.
- iii) Later on and based on those hypotheses, a comprehensive collection of variables are formed. Those variables make it possible to examine justness of those hypotheses by the usage of quantitative statistical techniques.

- iv) By comprehensively analyzing the results through those variables defined in previous phase, a set of rules and guidelines for how to act on Social Media is assembled and elaborated upon.

The thesis is developed and presented through a number of chapters. All chapters are linked to each other logically; and also, each chapter beholds a special purpose in the process of developing the research. The following list itemizes and describes each chapter's purpose and content.

- **Chapter 1: Introduction and Outline of the Research**

The first chapter lays out the reasons behind the necessity of doing such a research and presents the main question which this research is going to answer. Moreover, the methods that are employed to answer the research question and the source of data are discussed briefly.

After that, relevance and contribution of the research to what has been done before in the field is concisely explained and then the chapter finishes by giving an explication of the thesis structure and order.

- **Chapter 2: Competitive Advantage, Integrated Marketing Communications and Social Media**

In the second chapter, basis of the research is constructed. First, the main concepts of the research are defined and after that, the related literature is overviewed.

The review of the literature starts with an overview of the concept of competitive advantage in business strategy and two major views of scholars on the subject. Also, an inclusive model of competitive

advantage is presented to explain how different elements of competitiveness work together to create competitive advantage.

As the chapters move forward, the role of information and Integrated Marketing Communications in gaining competitive advantage is discussed.

The chapter culminates with an overview of information technology and Social Media role in strategic marketing and how those technologies revolutionized the way firms operate and communicate with clients and potential customers.

- **Chapter 3: Justifying and Formulating the Hypotheses**

The third chapter of the thesis – based on the foundation created in previous chapter – offers several hypotheses and rationalizes them by the usage of different theories come from different scientific disciplines.

Those hypotheses – when put together – form a framework of communication and message presentation on Social Media with the promise of gaining exposure, building trust and obtaining market information.

- **Chapter 4: Setup and Methodology of the Research**

The fourth chapter lays out the variables necessary for testing those hypotheses offered in previous chapter. Also, well-established statistical methods are introduced by which the hypotheses would be tested in the next chapter.

After that, data source and the theoretical and accessible population of the research are defined. Then, sampling plans are gone over and an account of data collection execution is presented.

- **Chapter 5: Presentation and Discourse of the Results**

In this chapter, all the data collected for probing the hypotheses – offered in the third chapter – are, first, summarized and demonstrated in graphical and tabular formats. Afterwards, the hypotheses are tested based on the data and the results are reported. The chapter culminated by comprehensively discussing the correctness of each hypothesis and sub-hypothesis.

- **Chapter 6: Conclusions and Opportunities for Future Research**

In this last chapter, the discussed results are summarized and put together in form of a framework and set of rules to help and guide businesses to use Social Media in a way that is in their advantage and gives them a competitive edge. Also, opportunities that could interest other scholars for further research and investigation in this field are briefly discussed.

- **Bibliographical Sources and Annexes**

This section is composed of two parts. The first part is dedicated to a list of all the bibliographical sources which have been referred to in this research. The second part contains a set of extra materials and documents that were significant to the research or could be helpful for the reader.

CHAPTER 2

COMPETITIVE ADVANTAGE, INTEGRATED MARKETING COMMUNICATIONS AND SOCIAL MEDIA

2 Theoretical Framework

2.1 Definitions

To make sure that common terms and concepts which are going to be used in the length of this thesis are clear and also we have the same understanding of them, here, inclusive and extensive definitions of those terms and concepts are given.

2.1.1 Web 2.0

The term “Web 2.0” first used in DiNucci (1999) as a way of showing how the web familiar to users at that time was going to change in terms of user interface and content visualization and how the user experience and interaction with web is going to change in the upcoming years.

DiNucci (1999) says: “The Web, as we know it now, is a fleeting thing. Web 1.0. The relationship of Web 1.0 to the Web of tomorrow is roughly the equivalence of Pong to The Matrix. Today's Web is essentially a prototype – a proof of concept. This concept of interactive content universally accessible through a standard interface has proved so successful that a new industry is set on transforming it, capitalizing on all its powerful possibilities. The Web we know now, which loads into a browser window is essentially static screenfuls, is only an embryo of the Web to come.”

She continues: “The first glimmerings of Web 2.0 are beginning to appear, and we are just starting to see how that embryo might develop.”

But the person who defined the concept in more clear terms, and also, is considered as the authority of the concept is Tim O'Reilly who is the founder and CEO of O'Reilly Media (which is an institute active in Information Technology) because of the Web 2.0 conference he held in 2004.

O'Reilly (2005a) says: "Web 2.0 is the network as platform, spanning all connected devices; Web 2.0 applications are those that make the most of the intrinsic advantages of that platform: delivering software as a continually-updated service that gets better the more people use it, consuming and remixing data from multiple sources, including individual users, while providing their own data and services in a form that allows remixing by others, creating network effects through an architecture of participation, and going beyond the page metaphor of Web 1.0 to deliver rich user experiences."

Additionally, "Uno de los componentes de empuje más reciente para la construcción de la Sociedad de la Información y del Conocimiento es la integración de los desarrollos y ámbitos informativos de la web 2.0." (Cebrián Herreros, 2008)⁵

Murugesan (2007) elaborates more on the concept: "Web 2.0 is both a usage and a technology paradigm. It's a collection of technologies, business strategies, and social trends. Web 2.0 is more dynamic and interactive than its predecessor, Web 1.0, letting users both access content from a Web site and contribute to it. Web 2.0 lets users keep up with a site's latest content even without visiting the actual Web page. It also lets developers [to] easily and quickly create new Web applications that draw on data, information, or services available on the Internet."

To make Web 2.0 experience happens, many technologies are working together and participating in the technological foundation of it (Andersen, 2007; Anderson, 2012). To name a few of the important ones, consider technologies which deliver multimedia experiences (such as Adobe Flash, Oracle JavaFX, Microsoft Silverlight), technologies which make it possible for websites to share their content with users and other sites and update those if necessary

⁵ Web 2.0 is an essential element and basic building block of developing an information and knowledge society. This requires incorporating current available information receptacles in Web 2.0 by transforming their technological bases (Cebrián Herreros, 2008).

(such as RSS and Atom Feeds), technologies which let websites update their content and appearance in real time without obstructing the whole page's structure, behavior and appearance (such as AJAX) (O'Reilly, 2005b; Shelly and Frydenberg, 2010; Kling, 2011; Lanclos, 2012; Sevilla, 2012).

So, all those informatics ideologies and technologies together make a foundation for new web experience which is called Web 2.0. As Murugesan (2007) says the vagueness of the definition comes from the vastness of the concept, ideologies and all the underlying technologies. On account of those, Web 2.0 gives us major new capabilities in the cyber realm, such as:

- Because of the flexibility of the technologies, the approach to website design can be based on the content, the reuse of it and updating it (Krug, 2014).
- Website interfaces are considerably richer and more user friendly (Krug, 2014).
- Multiple users can easily collaborate in generating content and continuously changing and updating it based on their need (Bloomstein, 2012).
- Because of this ease of collaboration, the result can be more than sum of total (Bloomstein, 2012).
- Different pieces of information coming from different sources could be combined to make new content (Halvorson and Rach, 2012; Keathley, 2014).

- It is easy to put together different pieces of software – even made by different technologies on separate locations – to make a new application (Governor, Hinchcliffe and Nickull, 2009).

2.1.2 User Generated Content

The “User Generated Content” term became popular during 2005 and it is mainly used to illustrate different kinds of content available to public and made by end-users.

The content could be in any imaginable context and also could be put in different kinds of media formats (audio, video, text and so on) or even a combination of all those; but in all cases, it is made by the users (Kaplan and Haenlein, 2010).

“Es evidente que la aparición de contenido generado por el usuario ha supuesto una verdadera revolución cultural.” (Navarro Martínez and García Matilla, 2011)⁶

This cultural revolution was so evident that “When Time designated ‘you’ as Person of the Year 2006, the editors paid tribute to the millions of anonymous web users who dedicate their creative energy to a booming web culture.” (Van Dijck, 2009)

OECD (2007) assigns three fundamental attributes to User Generated Content to make its boundaries better defined; and also, to clear the scope in which the term is applicable. Although, OECD points out that those attributes can expand or change as the time goes by. The followings are those attributes:

- **Being accessible:** One of the main attributes of User Generated Content is that it must be accessible somewhere in some form; as an

⁶ User Generated Content is such an important part of the web and has such a deep effect on communication that is labeled as a ‘true cultural revolution’ (Navarro Martínez and García Matilla, 2011).

example, it must be made available to public on some website or a blog or a news group and so on.

The public in this context does not refer necessarily to everybody or all the Internet users. But, it means if not everybody has access to it; it is at least at reach of a group of individuals (like co-workers).

This accessibility attributes is defined mainly to put aside the private created contents like emails and instant messages and private content similar to those in nature.

- **Creative attempt:** The creator must put a particular amount of creative attempt into generating some new content or branching it out from some other already available content and adding some new value to the work. For example, User Generated Content can be like filming a certain event and streaming it online, or some sort of expression in form of a blog post or taking pictures and putting them online.

This creative attempt necessarily not needs to be an individual endeavor, and certainly can come out of a group effort and in collaboration with other users. For example, the way that Wikipedia users work together to make new articles or complete and improve the available ones gradually.

The purpose of this attribute is mainly to put aside the likes of copying a TV show and uploading it on a video sharing website. Anyhow, it is almost impossible to completely clarify what is the minimum requirement of creativity to count something as User Generated Content and in all cases it is contingent upon the content and its context.

- **Being generated for no vocational expectation:** User Generated Content normally is come to creation with no vocational expectation. The creators mostly are not doing it because they want to sell it or earn money somehow by doing it.

Therefore, the creator's motivation is not generally monetary gain and financial benefits. The incentive components could be things like knowing other fellows in the same field, getting famous, earning status or reputation and so on.

Even though the attribute of “not expecting financial compensation from the creators” is getting tougher to keep, but it must be kept in mind that User Generated Content as a popular phenomenon did not start with an emphasis on yielding profit and caching on, but it is moving more and more on that direction.

The number of companies who buy User Generated Content institutions and platforms with intentions of making money out of them are in a rise. In this process of commercialization the new owners may pay some of the creators for their creative efforts and also some of the creators possibly might get hired by the new owners to keep the flow going.

Also, some of the contents are being generated by people who are professionals of the field, but are doing it outside of their paying jobs (Like movie directors, making movies at home and putting them online). So, with these changes happening in the User Generated Content phenomena, these days, the content is not only being created by pure users, but there might be others involved who financially benefit from it.

In spite of all that, it is still worthwhile to use “being generated for no vocational expectation” attribute as a filter to separate User Generated Content from other contents which have been produced with monetary intentions or money-making tendencies by corporations, pro-profit or semi-pro-profit bodies.

2.1.3 Social Media

Kaplan and Haenlein (2010) define Social Media as a collection of the Internet-based applications (and typically web-based) which are designed, developed and implemented based on Web 2.0 technologies and also incorporate and embody Web 2.0 philosophies with the aim of making a base and environment to create, share and interchange User Generated Content.

Different types of Social Media out there – which are commonly being used by people on the Internet these days – has been divided into 6 general categories by Kaplan and Haenlein (2010). The following enumeration gives a thorough introduction to those six types of Social Media with some real world examples of each one.

2.1.3.1 Collaborative Projects

Collaborative projects are those applications that let different users come together and collaborate and work to generate content (which can be done even at the same time) (Li, 2010).

The way that users work in Collaborative Projects makes it the best demonstration of democracy amongst different types of Social Media. As Fernández Castrillo (2014) put it into words, “La producción simultánea de múltiples relatos colectivos a través de Internet viene nuevamente a demostrar el increíble potencial de la red como metamedio y el creciente protagonismo

del usuario como agente principal en la definición del nuevo universo narrativo en la era transmedia.”⁷

Different kinds of Collaborative Projects are available. Two distinctive and familiar varieties of those are Wikis (Jakes, 2006) and Social Bookmarking platforms (Hammond, Hannay, Lund and Scott, 2005).

Wikis are websites that allow users add articles – composed of text, pictures, multimedia content and more – edit and update those and remove them if necessary (Désilets, Paquet and Vinson, 2005; Jakes, 2006).

“The first wiki was created in 1995 by computer programmer Ward Cunningham. He coined the term wiki for these Web sites after learning on a trip to Hawaii that the shuttle buses at the Honolulu Airport were called ‘wiki wiki,’ the Hawaiian word for ‘quick.’” (Baird and Fisher, 2005)

A very well-known example of Wikis is Wikipedia which has more than 40 million articles written in 293 languages (Wikimedia Foundation, 2016a) and continues growing day by day.

Social Bookmarking platforms make it possible for users to save links of different websites and share them with each other and rank them (Hammond, Hannay, Lund and Scott, 2005).

“What differentiates Web-based social bookmarking from the traditional folder-based bookmarking is that the community works as a collaborative team of information architects, assigning tags, structuring, and organizing the information in a manner that best suits them.” (Baird and Fisher, 2005)

⁷ “The effort that users put into creation of collaborative content on the Internet is a demonstration of immense potential of the Internet as a ‘meta-media’ and moreover, it reveals the growing role of the users as the principal agent in defining the new era of ‘trans-media’ narrative.” (Fernández Castrillo, 2014)

A famous example of Social Bookmarking platforms is Delicious, which is serving over a billion links per day to users in more than 200 countries around the world (Delicious, 2012).

The major philosophy behind Collaborative Projects is alike the one that Fama (1970) suggests for efficient capital markets, that the result of the collaboration between multiple participants is way superior to what they could accomplish on their own and alone (Kaplan and Haenlein, 2014).

2.1.3.2 Blogs

Based on OECD (2007) the first type of Social Media was Blogs. Blogs are websites with articles and entries shown in descending order based on the date they have been written.

The content of blogs could range from personal diary like notes of its writers to company public relation announcement and memos. And also, blogs can be concentrated on one or a few specific topics or contain notes without any limitation on scope (Lang, 2005).

Normally one person is in charge of the blog who puts up the articles and other users communicate and participate by commentating on those. Although in some cases, and more usually in case of companies blogs, a group of people have access to the blog and write the articles and stream them to the blogs output.

When the blogs started, the main medium being used by them to shape their contents was text, and still to this they most of the blogs employ text as their main content medium. But, the bloggers have started to use other media to express and form their contents; there are photo blogs, video blogs, live streaming blogs (which are basically and normally somebody putting up a camera somewhere and broadcasting it over the Internet) and so on (Herrington, 2005).

Also, another method of blogging is by using very short text messages that could be accompanied by other types of media such as videos or photos (but in short format) and is called micro-blogging.

A well-known example of this type of blogging platform is Twitter (Java, Song, Finin and Tseng, 2007; Zhao and Rosson, 2009; Massoudi, Tsagkias, Rijke and Weerkamp, 2011). Twitter permits posts with maximum 140 letters and, optionally, a small photo or a short video could be added to the message.

On Twitter and its limit on messages' length, Paul JJ Payack, President of The Global Language Monitor said: "Twitter represents a new form of social interaction, where all communication is reduced to 140 characters, Being limited to strict formats did wonders for the sonnet and haiku. One wonders where this highly impractical word-limit will lead as the future unfolds." (The Global Language Monitor, 2009)

2.1.3.3 Content Communities

Content Communities make it possible for users to share content among each other. The media and also type of the content depends on the community, those could be in the form of text (like Scribd.com which makes it possible for its users to share PDF and other textual documents with each other or Slideshare.net that facilitates sharing presentations), pictures (like 500px.com which users can showcase their photos, get feedback and even sell them), video (like famous YouTube.com, Vimeo and Dailymotion) and so forth (Millington, 2012).

To see the content on Content Communities normally you do not require making a user profile, and in many cases even for sharing some content of your own, you do not need a membership. In cases that you require one, the process is usually fast, easy and does not need lots of your information.

2.1.3.4 Social Networking Sites

Social Networking Sites allow users to organize their personal information in form of user profiles, ask their friends to join the site and connect with them in form of sharing their profiles, communicating through sending messages or chatting, organizing events and such social activities (O'Murchu, Breslin and Decker, 2004).

The user profiles normally can contain information in different kind of media and formats, like pictures, videos and text. Currently the largest Social Networking Site of the world is Facebook.com which mainly focuses on personal connections. There are many more out there, like LinkedIn.com (with a focus on users' professional connections), ASmallWorld.net (with a focus on the luxury consumers) and so on.

The four principal based on Del Moral (2005) mentioned in Caldevilla Domínguez (2010) utilizations of Social Networking Sites are “Mantenimiento de amistades,... Nueva creación de amistades, ... Entretenimiento, ... [y] Gestión interna de organizaciones empresariales”⁸.

2.1.3.5 Virtual Game Worlds

Virtual Game Worlds and Virtual Social Worlds are applications which provide an online environment (usually 3D) as a fantasy virtual world for its users to appear in it in form of customized avatars they choose (Wu, Li and Rao, 2008).

⁸ • Keeping in touch with friends,
• Finding new friends,
• Entertainment,
• Firms' internal organization management. (Del Moral, 2005 in Caldevilla Domínguez, 2010).

Those users through their avatars can communicate and interact with this virtual environment and also with one another as they can do in the reality of daily life.

These two kinds of Virtual Worlds are the greatest expression of Social Media potentials till now as they provide the users with the most sophisticated methods and tools of socializing and participation.

In Virtual Game Worlds the users must follow the preset rules of the game and participate in the game scheme (this concept is known as “Massively Multiplayer Online Games” or MMOG). Based on the type of the game players can help each other to accomplish a task or work against each other. The game also provides communication channels for the players (text base, or in cases through audio).

Although Virtual Game Worlds primarily were played on personal computers, but as the home game consoles like Microsoft Xbox and Sony PlayStation got popular and became more available and Virtual Game Worlds became accessible through those, the number of users of such games got increased considerably.

One of the most famous Virtual World Games is World of Warcraft which is a role playing MMOG and has millions of active players worldwide. The game lets them to explore a virtual planet and take avatars as different kinds of mythical creatures, fight with enemies, look for hidden treasures and this kind of activities.

Another example is Minecraft, which is very popular among children. As the game does not have a definite goal, the player gains more freedom on what to do and how to do it. The players can make stuff by using different kinds of blocks that represents different kinds of construction materials.

2.1.3.6 Virtual Social Worlds

Virtual Social Worlds are the other type of Virtual Worlds beside of Virtual Games Worlds. Virtual Social Worlds on the contrary of Virtual Game Worlds, does not have that much of rules and goals, and gave its users the freedom of living a virtual life parallel to the real life (Messinger, Stroulia and Lyons, 2008).

The users can communicate with each other freely and normally the limiting rules are taken from real life world, such as gravity and topography. This sort of freedom makes it possible for users to represent themselves through their ideal schemes and routines (Messinger et al., 2009; Ivory, 2012).

Kaplan and Haenlein (2009a, 2009b, 2009c) point out that when the amount of time that users spend in a Virtual Social World increases and they play it with more severity their virtual persona gets more and more close to their real life persona and the behavior in the Virtual Social World more represents the real behavior that they have in real life situations.

One of the best instances of Virtual Social Worlds called “Second Life” built by Linden Lab. It has millions of users all around the world which based on the extreme flexibility of it, made a totally new world with even its own currency, economy, culture and industries. It has its own societies, gatherings and cultural events. There exist people who are married there; there are couples who have virtual sex in “Second Life”. Some countries have opened virtual embassies there. Many real world companies have virtual offices in “Second Life”. Because of the freedom that “Second Life” gives to its users they can own property and land, build their own objects such as houses, cars, pieces of art, dresses and so forth and trade them (Rymaszewski et al., 2006; Robbins and Bell, 2008; Hodge, Collins and Giordano, 2009).

The currency of “Second World” is exchangeable to US dollar or any other currency based on exchange rates and some of the users made millions of dollars (real dollars!) by engaging in entrepreneurial activities in it (Au, 2008).

By November of 2010, “Second Life” had around 21 million users (Stam, 2012); although it is claimed that many of those users are inactive ones; and also, many users have registered multiple accounts. Anyhow, there is no official information regarding inactive users and also users with multiple accounts are provided by the creator of “Second Life”, Linden Research, Inc. (Brown and Boulderstone, 2008).

2.1.4 Competitive Advantage

The core idea and concept of strategic management is made around competitive advantage. The subject that matters most in strategic management is how an entity can obtain competitive advantage and how can hold and sustain it as long as possible.

David (2010) gave a very concise but at the same time, very accurate definition of the competitive advantage. David (2010) says competitive advantage is anything that an entity performs better than its competitors. So, anything that an entity does which its competitors are unable to match or owns anything that its competitors lack of and long for it, is a demonstration of Competitive Advantage.

“El precio no es el único determinante de ventaja entre un agente económico y otro. Existen diferenciales que se deben tener en cuenta a la hora de medir la ventaja, por ejemplo, la calidad, diversificación, factores de competencia

imperfecta (monopolios, carteles, etc.), entre otros.” (Lombana and Rozas Gutiérrez, 2009)⁹

As another example, in an economic recession – like the one of the recent years – merely if a firm has abundance of cash and cash equivalents on its balance sheet, it will help them to gain great competitive advantage over its opponents (Hunt and Morgan, 1995). To give an example, BHP Billiton – a public British-Australian company active in mining and petroleum in many parts of the world, and also, the world’s largest mining company based its revenues in 2011 and the third biggest company based its market value (Hitipeuw, 2011) – used its abundance of cash to acquire its troubled competitors like Freeport-McMoRan Copper & Gold Incorporation, Petrohawk Energy Corporation and Athabasca Potash. Those acquisitions help BHP Billiton to grow almost instantly, owns its ex-rivals best practices in a blink of an eye, face much less competition and access to new markets and opportunities.

For the purpose of this research the definition by David – which introduced earlier – is used. However, the following table gives a comprehensive list of definitions of competitive advantage by various scholars as a reference.

⁹ Competitive Advantage is not necessarily the ability of a company to price its products/services lower than the competition and could be other business and economic elements such as quality, diversification and markets with imperfect competition factors like monopolies or cartels (Lombana and Rozas Gutiérrez, 2009).

Author(s)	Definition
Ansoff (1965)	“[Competitive advantage is to] isolate characteristics of unique opportunities within the field defined by the product-market scope and the growth vector. This is the competitive advantage. It seeks to identify particular properties of individual product markets which will give the firm a strong competitive position.”
Porter (1985b)	“Competitive advantage grows out of value a firm is able to create for its buyers that exceeds the firm's cost of creating it. Value is what buyers are willing to pay, and superior value stems from offering lower prices than competitors for equivalent benefits or providing unique benefits that more than offset a higher price. There are two basic types of competitive advantage: cost leadership and differentiation.”
Thomas (1986)	“Firms with persistent high relative profitability are said to possess competitive advantage.”
Ulrich and Lake (1990)	“[Competitive advantage is] providing a product or service perceived by its customers as adding value and doing so in a way that is unique and difficult for a competitor to readily duplicate.”
Buckley (1990)	“[Competitive advantage is] the advantage of one firm relative to another firm.”

Table 2-1: Competitive Advantage Definitions

Author(s)	Definition
Schoemaker (1990)	“[Competitive advantage is] possibility of systematically creating above [industry] average returns.”
Barney (1991)	“[Competitive advantage is] implementing a value creating strategy not simultaneously being implemented by any current or potential competitors.”
Ellis and Kelley (1992)	“[Competitive advantage is] a significant edge over one's rivals in the marketplace in cost, differentiation and/or the outcomes resulting from these strategies.”
Peteraf (1993)	“Those [firm resources] which are distinctive or superior relative to those of rivals, may become the basis for competitive advantage if they are matched appropriately to environmental opportunities.”
Hyvönen and Kola (1995)	“[Competitive advantage is] a set of special activities that the firm performs particularly well or differently relative to rival firms within a similar product-market domain.”

Table 2-1: Competitive Advantage Definitions (cont.)

Author(s)	Definition
Winter (1995)	“Competitive advantage is typically defined as superior financial performance. Beyond this point, however, conceptual clarity starts to fade. The idea of superior financial performance may be evoked by a range of phrases such as ‘above normal returns’, ‘high quasi-rents’, ‘value creation’, and other near-synonyms for ‘making money’.”
Grant (1996)	“[Competitive advantage is] the ability to create unique advantages and to protect these advantages against imitation.”
Ghemawat and Rivkin (1999)	“A firm [...] that earns superior, long-run financial returns within its industry is said to enjoy a competitive advantage over its rivals.”
O’Brien (1998)	“[Competitive advantage is] developing products, services, processes or capabilities that give a company a superior business position relative to its competitors and other competitive forces.”
Priem and Butler (2001)	“[Competitive advantage is] achieving increases in efficiency and/or effectiveness, a tautology exists.”
Wiggins (2002)	“[Competitive advantage is] a capability (or set of capabilities) or resource (or set of resources) that gives a firm an advantage over its competitors which ceteris paribus leads to higher relative performance.”

Table 2-1: Competitive Advantage Definitions (cont.)

Author(s)	Definition
Arned (2003)	“[Competitive advantage is] any positive cause of superior performance.”
Duschek (2004)	“[Competitive advantage is] above normal profits or inter-organizational quasi rents which are fundamentally generated in inter-firm relations.”
Lam, Hills and Welford (2005)	“[Competitive advantage is] the value that a company holds to become an above average performer in the industry, by creating a product or service value to customers that is superior to its competitors.”
Li, Ragu-Nathan, Ragu-Nathan and Subba Rao (2006)	“Having a competitive advantage generally suggests that an organization can have one or more of the following capabilities when compared to its competitors: lower prices, higher quality, higher dependability, and shorter delivery time. These capabilities will, in turn, enhance the organization's overall performance.”
Ritala and Ellonen (2010)	“[Competitive advantage is] the ability to outperform the other players in the industry.”
Liou (2011)	“[Competitive advantage is] the ability of a firm to generate returns above its synthetic normal return.”

Table 2-1: Competitive Advantage Definitions (cont.)

Author(s)	Definition
Hill, Jones and Schilling (2014)	“If a company’s strategies result in superior performance, it is said to have a competitive advantage.”

Table 2-1: Competitive Advantage Definitions (cont.)

Source: Own Elaboration

2.2 Literature Review

2.2.1 Views on Competitive Advantage

The initial works of researchers on competitive advantage were completely based on historical analysis of existing data and watchfully using qualitative methods, to conclude results and suggest ideas over the subject. The works of Selznick (1948, 1957), Chandler (1962) and Andrews (1971) suggest that competitive advantage is something with high degree of complication which can obtain mainly through attentive supervision of the corporate’s top brass. Selznick had the idea that the objectives of the corporation and its employees basically can differ from each other, hence that can make it difficult to work toward the corporation’s objectives; and as a result, the performance falls and diminishes without an observant management in the corporation.

Chandler (1962) puts forward the theory of “Structure follows Strategy”; and by this, he meant that a corporation structure must be created or changed based on the strategy of it. He suggests that the corporations which applied multi-division form – or what is better known as M-Form – gain a significant competitive advantage over their rivals (The M-Form, in short, proposes that a

corporation must shape almost independent groups for each product it manufactures or each geographic region which is active in, and then supervises and coordinates them from a central location). Furthermore, Chandler suggests that if a corporation chooses to change its structure to M-Form, it is a sign of high qualification for its top management and their great leadership capabilities.

Andrews is the one person who is credited for bringing business strategy to the front and made it popular (Ghemawat, 2002). Andrews (1971) ideas in business strategy is generally derived from the works of Selznick and Chandler and so shares the same views of the competitive advantage with both Selznick and Chandler. Basically till 1980s the most researches in the field of business strategy had their focus on what the top brass of a corporation can do to gain an advantage, and so it was presumed that corporations with better managers would carry on in a better path and so eventually would compete better in their industry and outperform their rivals (Kay, 2003).

2.2.1.1 The Industry Based View

In 1980s, Michael Porter emerged as the prominent figure in the business strategy field and drastically changed the assumptions mentioned earlier (Magretta, 2011). Porter (1980) changed the view of strategy from being focused on imperfect competition – where the corporations are basically imperfect and are competing with each other in the sense of trying to be less imperfect – to finding out and analyzing their competitive advantage based on the environment surrounding them and what is happening in the industry they work in.

Thus, while the previous view was essentially on what happens inside the corporation, Porter's view was on what is happening in the microeconomic environment which the corporation is part of it and active in. The Porter's perspective offers a nice framework including precise models and ways to

analyze and find out why certain corporations are more profitable in comparison to their competitors. Also, the same framework and models could be incorporated to find out why certain industries and even nations can outperform others and gain better profits (Magretta, 2011).

Porter's "Five Forces" model – which is one of the models in the whole Porter's strategy framework – offers a way to define and analyze the economic environment that a corporation or an industry is working in (Iyer, 2014).

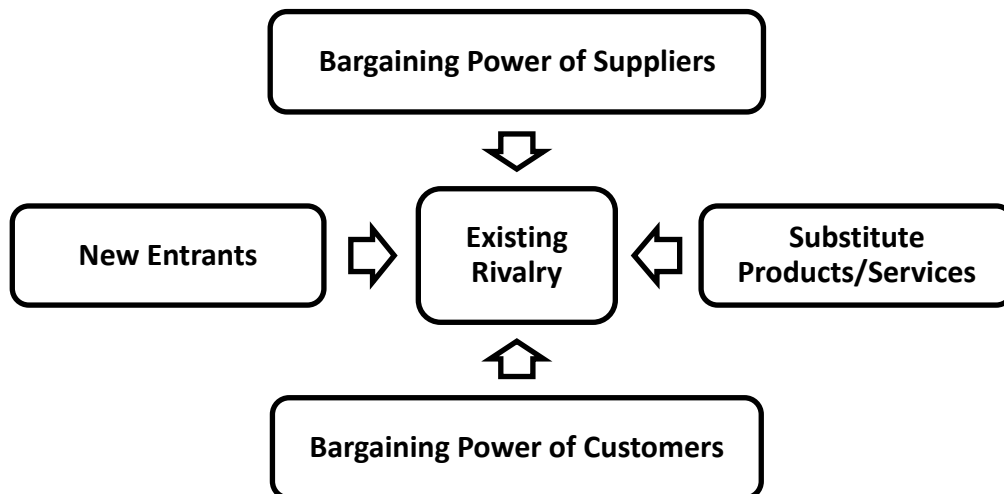


Figure 2-1: Porter's Five Forces

Source: Porter (1980)

As Porter comments himself on his work: "Competitive Strategy offered a rich framework for understanding the underlying forces of competition in industries, captured in the 'five forces.' The framework reveals the important differences among industries, how industries evolve, and helps companies find a unique position. Competitive Strategy provided tools for capturing the richness and heterogeneity of industries and companies while providing a disciplined structure for examining them." (Porter, 1980)

Porter's five forces model – as you can see in Figure 2-1 – consists of five major elements, which are bargaining power that both suppliers and customers have over a certain corporation, the pressure from current rivals, the possibility of new companies entering the field and the pressure from products or services that can replace the products or services the corporation is offering (Porter, 1980; Magretta, 2011; Iyer, 2014).

How much those forces can affect the corporation in a certain industry would define the attractiveness of that industry and also the margin that the corporation can aim for.

A company that is working in an industry which buys its supplies and sells its products from/to highly competitive markets can enjoy economies of scale and gain a big margin because of it. The products that can be replace its product are not good enough and cannot satisfy the customer needs, there are not many other rivals in the industry and the barriers of entry for new rivals are pretty high (like soft drink industry in the United States during the years of 1980 decade) is much more profitable than an industry which barriers of entry is pretty low and new firms can easily get into it, many companies with almost the same size are brutally competing against each other and they all depend on a small number of big suppliers and selling their products to a limited number of big clients (like computer memory industry).

The Porter's five forces model is a great way to analyze and understand why a certain strategy (like investing in a new complementary product line or certain marketing strategy) did help a company to gain a bigger profit margin than the industry's norm. But, it must be considered that in no ways the model associates that profitability to the management's performance or capabilities and also does not consider their role (if they have any role in it at all) in the process of strategy selection. Plus, it is true other way around too. If a company is doing weakly and performing under the norms of the industry – in terms of

profitability for example –, it will not say that the managers are impotent in anyways.

Porter's strategy framework in general – and the five force's model in particular – does not consider the management role or in fact anybody's role in implementing a particular strategy, as was said earlier. But the way that many researcher and scholars derived their works from interpretations of Porter's framework, implies that applying strategy is about “finding out and deciding which industry is the best choice to enter” or “reconfiguring structure of the firm's industry in the company's advantage”.

Hence, there are many books, articles and suggestions in the body of the strategic management literature which is full of Porter's five forces analysis. Those literature basically are full of recommendations that, for example, to make a certain industry or type of company more lucrative, they must build these and that specific types of barriers to entry to prevent more rivalry, guidelines on how to compete against other companies in the industry and so on and so forth (Cockburn, Henderson and Stern, 2000).

As you can see, that line of literature still has its core belief in the earlier works which assume great strategy is about great management and how good is their insight. So, likes of Ghemawat (1991), Floyd and Wooldridge (1994), Shapiro and Varian (1998), Neely, Filippini, Forza, Vinelli, et al. (2001), Draulans, deMan and Volberda (2003), Teece (2007), Augier and Teece (2008, 2009) and Teece (2009) mainly believe managers – who understand how to use Porter's five forces analysis and the general framework of it better and also commit to engage them in their decision making process – certainly can do better than those who do not do so.

Moreover, this is the general belief in the business schools around the world and the way strategic management is being presented to their students. They teach the students how to position their respective companies better in an

industry or how to choose an industry to enter and invest in or how to reconfigure an industry's skeleton in their own company's favor.

But the reality is that – although a big part of literature proposes that line of thinking – there is not any part of literature that supports that with convincing quantitative scientific studies based on statistical analysis. There are not good enough studies around that shows in the companies which their managers know and employ Porter's framework and its tools are doing better than those which are not doing so (Cockburn, Henderson and Stern, 2000).

2.2.1.2 The Resource Based View

In contrast to the Industry Based View of competitive advantage – mainly originated by Michael Porter in 1980s –, another view based on the resources available to the firm shaped and formulized primarily by Wernerfelt (1984) and is called the “Resource Based View” of competitive advantage (Wernerfelt, 1984; Rumelt, 1984; Barney, 1991; Conner, 1991; Mahoney and Pandian, 1992; Peteraf, 1993; Rugman and Verbeke, 2002).

“In Porter's view, resources are not valuable in and of themselves; rather, their value depends on how well they fit industry structure and how well they support a particular strategy. In contrast with this perspective, the Resource Based View sees resources as inherently valuable, and contends that the firm's unique resources should define the essence of strategy.” (Rivard, Raymond and Verreault, 2006)

Wernerfelt (1984) says: “For the firm, resources and products are two sides of the same coin. Most products require the services of several resources and most resources can be used in several products. By specifying the size of the firm's activity in different product markets, it is possible to infer the minimum necessary resource commitments. Conversely, by specifying a resource profile for a firm, it is possible to find the optimal product-market activities.”

Primarily, the Resource Based View is another way of looking on to what the Industry Based View describes. The Industry Based View gives explanation to the fact that if a corporation differentiates its position from its competitors and prevents other rivals from entering its domain; that will increase the corporation's profitability. Now, the Resource Based View focuses its attention on what internal qualities makes it possible for the corporation to gain and retain such a position.

For instance, environmental analysis, at the beginning, put forward the idea that a corporation gains competitive advantage by having distinctive assets (like having a brand with strong market position) or by technological and industrial aspects (like economies of scale). On the other hand, the Resource Based View indicates that those technological and industrial aspects or distinctive assets are an external demonstration of what kind of qualities the corporation beholds internally. Those qualities could be things like being able to timely put out new products, have a deep understanding of what market demands are, be capable of gaining and using fresh technologies in a cost effective manner and so forth. Advocates of the Resource Based View propose that a company must consider investing in such internal qualities as one of its strategies. Moreover, they express that as those kinds of investment help the firm to sustain its competitive advantage; those have the same or probably bigger significance than yielding over the norm profit (Foss, 1997).

As it was said earlier, one way to look at the Resource Based View is to see it as another perspective of what the Industry Based View is dealing with. Nonetheless, its importance is not just derived from that, but mainly it comes from delving more into the two key elements that bring about competitive advantage.

First of all, structure of an industry is made out of the companies which are doing business in it. Hence, it is the outcome of different qualities and competencies of those companies interlacing into each other. As an example, if

a company has a strong brand, it is probably the result of long-term success in putting out high-quality products or brilliant marketing campaigns and well-crafted branding strategies.

Secondly, it is completely normal to consider that the market for company competencies is imperfect (Quintana-García and Benavides-Velasco, 2004) and that is one of the main paths which leads a company to earn above the norm profits.

Those two elements of the Resource Based View of competitive advantage are inherent in the Industry Based View, but they do not always come to the surface in the analysis. That is one of the major reasons which causes the Resource Based View to be thought of as an alternative to the Industry Based View. The notion that these two competitive advantage perspectives are an alternative to each other is believed to be a misunderstanding and they must be taken into account as complementary (Mahoney and Pandian, 1992; Peteraf, 1993; Asad, 2012).

The two views put out frameworks and models to explain why certain corporations outperform the other ones and while those frameworks and models are different, it does not mean that they are mutually exclusive.

The Industry Based View concentrates on the company's external industry and the configuration of it. Meanwhile, the Resource Based View puts its attention on the internal competencies of the corporation and how nurturing those internal competencies gives the corporation the required abilities and mechanisms to form the industry's environment which it lives in.

For instance, let's take a look on how these two views take on pharmaceutical industry which has consistently been a lucrative business sector (Bierly and Chakrabarti, 1996; Roberts, 1999).

By taking a look over the industry's structure we can clearly observe that both suppliers and clients of pharmaceutical corporations have almost no bargaining power over them whatsoever, there is almost no competition in the market and also the threat from substitute products is near zero. Now, the Industry Based View can point out that one external force which does not come from any certain corporation's competency is the fact that all pharmaceutical corporations can tightly protect their products by patenting them. That is clearly a benefit for the industry that comes from the way legal system works. On the other hand, we can see how the Resource Based View pin points the corporation's competencies (especially the industry's giants) resulted in an attractive industry. To mention a few consider their long history of forming and investing in advanced and complex research and development facilities and methods, their familiarity with how legal systems of many different countries operate and how they can use that in their advantage and their widespread network of distributors covering pharmacies, hospitals, clinics and doctors (Cool and Schendel, 1987; Bamberger and Phillips, 1991; Hill and Hansen, 1991; Roberts, 1999; Yeoh and Roth, 1999; Carolis, 2003).

More than being complementary to one another, both the Industry Based View and the Resource Based View are very close to each other in the methods they employ to find a strategic choice.

The Industry Based View's method is using economics to pin point what kind of strategic positioning is more likely to gain the highest profits for a corporation. Although the Industry Based View helps to find out where to position or what kind of production technology to employ, it does not shed light on how the corporation is going to gain that position or put in effect that technology. It only shows the goal, not the path toward it. Provided that, the corporation is dealing with externalities in the Porter's five forces model in the right way, it is going to reap the rewards and gain an above the average profit. But the optimal position or production technology could be reached just by

sheer chance or by being faster than the competition or by being wiser than the others or some other reasons. The Industry Based View tells how the external forces work and affect the corporation and offers the tools to understand and analyze them (Henderson, 2000; Faulkner and Campbell, 2006; Teece, 2006).

On the Resource Based View side, a large portion of the literature take the same target oriented approach of the Industry Based View. The difference is that instead of focusing on what position or production technology a corporation must opt for; they concentrate on what unique company-specified organizational assets or which internal competencies must be understand, nurtured and cultivated to outperform the industry's profit norms (Henderson and Clark, 1990; Clark and Fujimoto, 1991; Eisenhardt and Tabrizi, 1995).

The interesting thing about the Resource Based View – which separates it from the Industry Based View – is that there is a considerable amount of literature in that subject which points out and determines sources of competitive advantage and what ultimately brings it about. Those parts of the literature have lots of inherent points embedded, on the dynamics involved in the competitive advantage achievement, and particularly, a large portion of them have guidelines on what precisely management can take into account and what they must avoid to lead their corporation in its quest of gaining competitive advantage (Grant, 1991; Dyer and Singh, 1998; Barney, 2001a, 2001b; Ray, Barney and Muhanna, 2004).

While the seminal work on the Resource Based View is mostly considered to be Penrose (1959), it does not involve in how the process of gaining competitive advantage works, and in a nutshell, it is target oriented.

The works which discuss the process of how to gain competitive advantage based on the Resource Based View have been derived majorly from the works of Stinchcombe (1965), Nelson and Winter (1982), Barney (1986), Rumelt (1987), Dierickx and Cool (1989), Prahalad and Hamel (1990), Conner (1991),

Amit and Schoemaker (1993), Peteraf (1993) and Teece, Pisano and Shuen (1997). The researchers in the Resource Based View field of strategy often put forward the idea that business entities are different from each other profoundly and from their cores. Also, those deep differences have almost nothing to do with strategy and cannot be changed that much by strategizing. They purpose that the changes of a business entity are restrained to local and internal approaches and solutions based on procedures that are already established inside the business entity.

As Leonard-Barton (1995) suggests that internal procedures in a corporation – which are decent enough to be considered and used as sources of competitive advantage – are so complex in nature that it is almost impossible to imitate and moreover, cannot be comprehend profoundly and completely in all dimensions. At the same time, to take full advantage of those complex procedures and built a strategy based on those, needs a good comprehension of their nature and mechanisms. And so, there lies an agitation and difficulty.

Thus, Leonard-Barton's suggestion points out that although the corporation's unique competencies are sources of competitive advantage, but recognizing those competencies are not all that is needed. Their sources, their detailed mechanism of work and having a deep understanding of them are another requirement which makes us able to convert them to competitive advantage (Leonard-Barton, 1995).

Consequently, as you can see, the Resource Based View of competitive advantage brings out a side of strategic management which has been mainly neglected, and in many literature cases implicit. That side is that strategic management is not just about the top brass and high ranks of a corporation management and their ability to take the right direction at the junctures which they come to and being far-sighted in decision making process. It shows that strategic management is also about recognizing and taking advantage of opportunities that are hidden and lie in the corporation's internal capacities and

abilities and also options and possibilities that external environment presents as Quinn (1978) and Mintzberg (1987) point out.

Adding to the above, Bower (1974) and Levinthal (1997) say that it is also important that companies build and employ processes and mechanisms for fast decision making and rapid adaptation to external environment changes.

Moreover, Burgelman (1994) believes that when a company finds and chooses a preferred strategy, it needs to be able to adopt its structure accordingly also. While concentrating on internal abilities and competencies and how those can work in the corporation's benefit and how the corporation should act to build more competitive resources, the Resource Based View also believes that a certain degree of luck intervenes the process too. This luck and chance involvement is mainly because that the high complexity of the internal competencies make them almost impossible to fathom totally and also there are vast number of parameters interfering with the decision making process (Rumelt, 1984; Barney, 1986; Lockett and Thompson, 2001; Denrell, 2004).

In addition to luck, heterogeneity of the corporation also considered to be heavily influential on gaining competitive advantage in the Resource Based View literature (Lewin and Volberda, 1999; Batjargal, 2001; McKelvey, 2002; Knott, 2003; Grahovac and Miller, 2009; Jacobides, Winter and Kassberger, 2012).

It should be mentioned here, that although there are many researches which show having distinctive internal abilities is related with performing higher than the competition (Lado, Boyd and Wright, 1992; Henderson and Cockburn, 1994; Lado and Wilson, 1994; Powell, Koput and Smith-Doerr, 1996; Floyd and Wooldridge, 1997; Bharadwaj, 2000; Tippins and Sohi, 2003) and also a large portion of the literature purposing that initial heterogeneity and company's conditions at its beginning can considerably affect the company's ability to gain competitive advantage during its course of growth (Eisenhardt,

1988; Feeser and Willard, 1990; Eisenhardt and Schoonhoven, 1990; Barnett and Burgelman, 1996; Oliver, 1997; Holbrook, Cohen, Hounshell and Klepper, 2000; Brush, Greene, Hart and Haller, 2001; Alvarez and Busenitz, 2001; Kelley and Rice, 2002; Geroski, Mata and Portugal, 2010) but there is not a considerable amount of reliable studies which show that effective strategy management of a corporation is equal with effective management of the corporations structural and organizational evolutionary process during its life span (Cockburn, Henderson and Stern, 2000).

Although, as mentioned earlier many studies consider the founding conditions of a company and also initial heterogeneity to be important for achieving competitive advantage; some highly respected studies do not even account for that in the process of research (Davis, 1991).

Anyway, it seems that initial heterogeneity is important in achieving competitive advantage even by just taking what both the Industry Based View and the Resource Based View suggest on their surface.

One of the main points, that the Industry Based View is suggesting, is that a company should move into a suitable industry to be able to gain over the norm profits (Swamidass and Newell, 1987; Jennings and Lumpkin, 1992).

Also, if we look into the Resource Based View, one of its main suggestions is that a company should invest and build appropriate internal abilities and use its unique resources to be able to profit more than the average (Helfat and Peteraf, 2003; Sirmon, Hitt and Ireland, 2007).

The way that Barney (1991) looks into the Resource Based View is that a company which is the first mover and puts forward a strategy which is not common between its competitors is in a good position toward gaining competitive advantage. He says that the company must have insights in discovering the opportunities that lies in doing so and being set aside from the

competitors in the industry and the new companies who are beginning and getting into the industry.

Such a way of looking toward competitive advantage puts its origins into the hands of the management and how clever or insightful they are, but do not consider the role of luck which will come into the equation because of uncertainty and difficulty to comprehend every competency and ability deep and in total (Leiblein, 2011).

2.2.2 Competitive Advantage Landscape

Competitive advantage is a result of activities and forces spreading over four different but connected areas of business landscape. These four areas stem from two different and distinct scopes of business; which are the environmental aspects of the business landscape and resources involved in. Each scope is shown on an axis of Figure 2-2: .

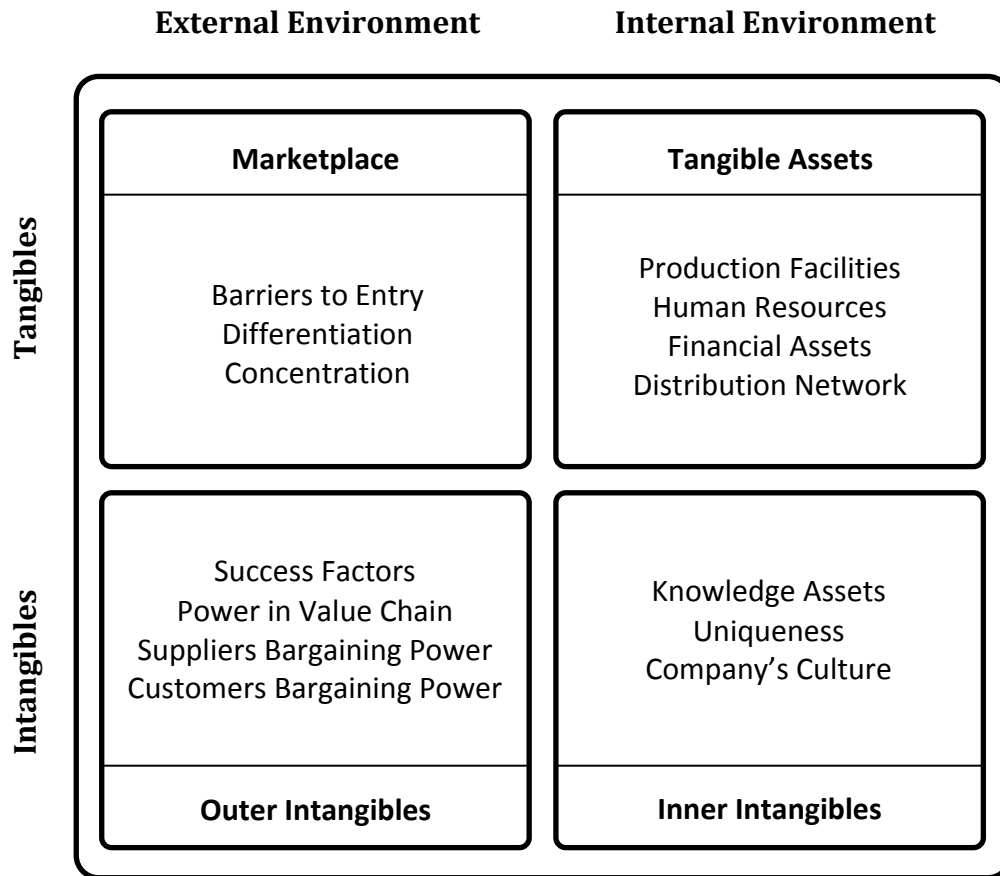


Figure 2-2: Competitive Advantage Landscape

Source: Rindova and Fombrun (1999)

The first scope separates tangible and intangible realms. It differentiates between the views on strategy which emphasize the role of tangible and substantial on-hand resources of a firm as base of competitive advantage and the views which underline the importance of intangible resources of the firm and also reciprocal actions taking place in different levels (individual, group, team, organization, industry and so on) among the participants of the strategy playing field (Barney, 1989; Dierickx and Cool, 1989; Hall, 1992, 1993; Black

and Boal, 1994; Pfeffer, 1994, 1995; Walsh, 1995; Oliver, 1997; Villalonga, 2004; Porac, Thomas and Baden-Fuller, 2011).

Cognitive perspective and simplification (Schwenk, 1984; Onken, Hastie and Revelle, 1985; Duhaime and Schwenk, 1985; Schwenk, 1988; Stubbart, 1989; Reger and Huff, 1993; Simon, Houghton and Aquino, 2000; Pissaris, Weinstein and Stephan, 2010), political environment factors, cognition and perception (Bower and Yves, 1977; Pettigrew, 1977; Schwenk, 1989; Schuler, 1996), hot spots, blind spots and gaps (Zajac and Bazerman, 1991a, 1991b; Gilad, Gordon and Sudit, 1993; Zahra and Chaples, 1993; Pouder and John, 1996), reputational capital (Hellmann and Murdock, 1998; Petrick, Scherer, Brodzinski, Quinn, et al., 1999; Worden, 2003; Hanlon, 2004; Jackson, 2004; Martin and Hetrick, 2006; Taewon Suh and Amine, 2007), strategic classification (Fiegenbaum, 1987; Hatten and Hatten, 1987; Flegenbaum, McGee and Thomas, 1988; McNamee and McHugh, 1989; Porac and Thomas, 1990; Bogner and Thomas, 1993; Fiegenbaum and Thomas, 1993; Reger and Huff, 1993; Fiegenbaum and Thomas, 1995; Lant and Baum, 1995; Olusoga, Mokwa and Noble, 1995; Thomas and Pollock, 1999; Osborne, Stubbart and Ramaprasad, 2001; Christiansen, Berry, Bruun and Ward, 2003; Leask and Parker, 2007), industry culture (Weiss and Delbecq, 1987; Bryman, Gillingwater and McGuinness, 1996; Christensen and Gordon, 1999; Rooke, Seymour and Fellows, 2003, 2004; Shaw, Burgess, De Mattos and Stec, 2005; Cameron Cockrell and Stone, 2010), organizational culture (Schwartz and Davis, 1981; Fombrun, 1983; Barney, 1986; Camerer and Vepsäläinen, 1988; Calori and Sarnin, 1991; Fiol, 1991; Cartwright and Cooper, 1993; Chatman and Jehn, 1994; Christensen and Gordon, 1999; Fiol, 2001; Chan, Shaffer and Snape, 2004), inter-organizational alliances and firms' interconnection (Eisenhardt and Schoonhoven, 1996; Doz and Hamel, 1998; Tsang, 1998; Whipple and Frankel, 2000; Murray, 2001; Ireland, Hitt and Vaidyanath, 2002; Silverman and Baum, 2002; Gomes-Casseres, 2003; Duschek, 2004; Gimeno, 2004; Lavie, 2006; Hansen, Hoskisson and Barney, 2008) and knowledge

creation, sharing, transfer and spillover (Porter and Millar, 1985; Spender, 1993; Grant, 1996a; Moingeon and Edmondson, 1996; Whitehill, 1997; Boisot, 1998; Lado and Zhang, 1998; Matusik and Hill, 1998; Argote and Ingram, 2000; Lei, Slocum and Pitts, 2000; Narasimha, 2000; Ndlela and Toit, 2001; Ofek and Sarvary, 2001; Gupta and McDaniel, 2002; Adams and Lamont, 2003; DeNisi, Hitt and Jackson, 2003; Jackson, DeNisi and Hitt, 2003; Kearns and Lederer, 2003; Murmann, 2003; Pinch, Henry, Jenkins and Tallman, 2003; Sharkie, 2003; Chuang, 2004; Hatch and Dyer, 2004; Tallman, Jenkins, Henry and Pinch, 2004; Halawi, Aronson and McCarthy, 2005; Audretsch and Lehmann, 2006; Carlos Bou-Llusar and Segarra-Ciprés, 2006; Gassmann and Keupp, 2007; Liao and Hu, 2007; Massa and Testa, 2009; Wang, He and Mahoney, 2009), all those different elements and much more influence and have an impact on decision making process of the people who are at the helm in organizations, corporations and business entities and affects the result of the process.

So, the playing field of competitiveness is not exclusively defined by what tangibles are accessible to those decision makers; but all the understandings, perceptions, conjectures, speculations, anticipations and expectations of them from the environment would shape it too.

All of these ongoing intangibles results in a comprehension of the environment which ultimately shapes how a firm portions out its tangibles and how involves in the resource exchange which happens with other industry and sector members and participants (Meindl, Stubbart and Porac, 1994; Choo, 1996; Gioia and Mehra, 1996; Weick, Sutcliffe and Obstfeld, 2005; de Lourdes Borges and Gonçalo, 2009; Maitlis and Christianson, 2014).

The second scope is the division between internal environment and external environment of the firm, what is going on in the firm, and what is going on around the firm. Advocates of the Resource Based View are the ones who put the importance on the affairs going on inside the firm and its internal

environment – the firm’s distinct abilities, its unique assets and resources, know-how and knowledge in general and so on – which by using and leveraging them; the firm is able to develop competitive advantage (Penrose, 1959; Johns and Hogan, 1961; Ijiri and Simon, 1964; Irwin, 1968; Singh and Whittington, 1975; Wernerfelt, 1984; Miller and Shamsie, 1996; Barney and Arikan, 2001; Rugman and Verbeke, 2002; Penrose and Pitelis, 2002).

Other scholars with a focus on the industry level environment, point out that what’s happening outside of the firm boundaries are more crucial in achieving competitive advantage. For example, how a firm differentiate its products from the competition, in which niche the firm puts forward its product, how is the perception of the firm in the eye of stakeholders, financial markets, the labor and talent market, regulations, knowledge spill over, political factors, and so on (Holtermann, 1973; Bower and Yves, 1977; Bourgeois, 1980; Gluck, Kaufman and Walleck, 1980; Lindsay and Rue, 1980; Porter, 1980; Teece, 1980; Smart and Vertinsky, 1984; Venkatraman and Prescott, 1990; Tan and Litschert, 1994).

The landscape is a creation of all the actions and interaction between the firms who are directly competing against each other and the “other environment actors” – such as customers, policy makers, labor forces, financial markets and institutions, firms in adjacent sectors, upstream and downstream firms, intermediaries and so on – which affect the environment in any conceivable and unconceivable form.

The competing firms maneuver in those four areas of the landscape and by doing that; create chances and choices for the “other environment actors”. What options the “other environment actors” favor among the offerings, would show the relative success of the competing firms in acquiring competitive advantage over their rivals; hence, it shows how well-formulated and well-executed their competitive strategies were in the first place.

This rivalry which shows itself in choice creation for the “other environment actors” is in fact the competition between competing firms for earning more of acceptance, accessing more of the resources and gaining more of the attention of the “other environment actors” (McKelvey and Aldrich, 1983; Carroll, 1984, 1985; Carroll and Huo, 1986; Singh and Lumsden, 1990; Hannan and Carroll, 1992; Baum and Singh, 1994; Péli, 1997; Péli and Nooteboom, 1999; Dobrev, Kim and Hannan, 2001; Hannan, Carroll and Pólos, 2003; Hannan, Pólos and Carroll, 2007).

As a consequence, the confines of a specific industry are not just set by the competing firms of it, but as well by the “other environment actors” of the industry (Chandler, 1962; Ansoff, 1965; Hofer and Schendel, 1980; Andrews and Roland, 1987).

So, the industry actually is an ecosystem composed of firms who compete with each other the “other environment actors”, and all of them are in continuous action and interaction, monitoring the landscape, learning and swapping information, constructing alliances and so on (Fombrun, 1986; Mascarenhas, 1989; Boeker, 1991; Baum and Korn, 1996; Zajac, Kraatz and Bresser, 2000; Silverman and Baum, 2002).

The two mentioned scopes divide the landscape into four distinct and specific areas in which the rivals and “other environment actors” act and react upon each other:

- The area that is created by the confluence of external environment and tangibles is mainly contains different kinds of markets which the competing firms and the “other environment actors” turn to for exchange of different kinds of tangibles, such as financial markets, labor market, raw material suppliers of the firm, machinery providers and so on. This area is called “Marketplace”.

- The area that is created by the confluence of internal environment and tangibles is the area that the firm uses its tangible assets for handling and maintaining its operations, and keep doing what it does such as doing the production, paying salaries and so on. This area is labeled as “Tangible Assets”.
- The area that is created by the confluence of internal environment and intangibles holds intangibles of the firm; such as their culture, decision making process, intangible assets, the elements which makes the firm unique, its knowledge-base and so on. The tag on this area is “Inner Intangibles”.
- And the last area – which is created by the confluence of external environment and intangibles – contains the culture of the industry, what it is believed to be success and its indicators, the firm’s image and how it is perceived, the industry standards and so on. This area is named “Outer Intangibles”.

2.2.2.1 Marketplace

There is a dominant paradigm, which is derived from the Industry Based View, and considers a firm should scan the environment, formulize a strategy based on that, execute the strategy and then check the result and repeat this process again.

This means that a firm should be attentive to what is happening up and down of the supply chain, which firms in the value chain are driving more value toward themselves, is there opportunities for vertical and horizontal integration and also diversification, what is the role of economies of scale in the industry, how the market is operating and what is its state, what are the industry’s barriers to entry, what are the rivals strategies regarding all those mentioned elements and

so on (Miller, 1941; Dean, 1951; Smith, 1951; Schoeffler, 1956; Heflebower, 1957; Williamson, 1972; Porter, 1980; Day, 1984; Best, 1990; Barabba, 1991; Day, 1999).

This paradigm hinges around the market and seeks the roots of the competitive advantage in how the market is structured and is operating, which firms are more powerful in it and how to gain more power in it.

2.2.2.2 Tangible Assets

One of the facets of the Resource Based View of competitive advantage is use of the firm's tangible assets to build and gain competitive advantage over competitors.

These tangibles could include financial resources, human resources, structural and organizational resources and so on, which based on those, the firm could design and formulate distinctive strategies to drive value toward itself (Porter, 1994, 1995, 1996; Wright, McMahan and McWilliams, 1994; McKendrick, Doner and Haggard, 2000; Vicente-Lorente, 2001; Wright, Dunford and Snell, 2001; Druker, 2003; Colbert, 2004; Wu, Lin and Chen, 2007).

The heterogeneity and distinctiveness of the tangible assets are a key factor in gaining competitive advantage for the firm and enabling it to utilize those resources in the long run for bigger profit and economical supremacy (Black and Boal, 1994; Fahy, 2000; Foss and Knudsen, 2003; Gamble, Thompson and Peteraf, 2012).

This heterogeneity in tangible assets could manifest itself in many different forms. For example, if those tangible assets are hard to find, limited, rare, scarce, short in supply, expensive, specialized, time consuming to gain, custom-made, hard to imitate/copy and so on (Prahalad and Hamel, 1990; Barney, 1992; Black and Boal, 1994; Hafeez, Zhang and Malak, 2002; Newbert, 2008).

2.2.2.3 Inner Intangibles

“Son intangibles aquellos recursos que consisten básicamente en conocimiento o información, no tienen una entidad material y no son por tanto susceptibles de tocarse o percibirse de un modo preciso.” (Vázquez Ordás, Fernández Sánchez and Montes Peón, 1998)¹⁰

Another aspect of the Resource Based View points out toward the use of intangible assets of the firm as a base for its competitive advantage. Also, there are other important and newer views on strategy and competitive advantage that emphasize on the role of the intangible aspects of the firm and industry, majorly the institution based view (Peng, Sun, Pinkham and Chen, 2009) and the knowledge based view (Grant, 1996b, 1997) of the firm. Anyhow, all those intangible aspects fall in the intangible realm of the competitive advantage landscape (Itami and Roehl, 1991; Hall, 1993).

Part of the institution based view – which falls into Inner Intangibles area of the competitive advantage – takes into account the cognitive process that runs in the firm. This internal process creates the perception of the managers and decision makers of the industry environment. Subsequently, the managers put that perception as the basis of their decisions and strategic choices to follow the goals and interests of their organization (Payne, 1976; Svenson, 1979; Einhorn and Hogarth, 1981; Payne, 1982; Montgomery, 1983; Bettman, Johnson and Payne, 1990; Eisenhardt and Zbaracki, 1992; Dean and Sharfman, 1996; Miller, Burke and Glick, 1998; Forbes and Milliken, 1999).

An organization as a whole is an interpretation system (Daft and Weick, 1984) and its perception and the consequent strategic choices and decisions are not purely and entirely based on a direct comprehension and an instant cognizance

¹⁰ Intangible assets of a firm are the assets which are not in a material form and essentially are made of knowledge and information. Due to this ethereal nature of them, it is hard to measure those assets precisely or immobilize them (Vázquez Ordás, Fernández Sánchez and Montes Peón, 1998).

of the environment (Shang, Huang and Guo, 2010; Beach, 2014). It is established upon the information that is gained based on data that have gone through different institutional lenses, filters and interpretations (Weick, 1979; Daft and Weick, 1984; Collis, 1994), such as biases (Das and Teng, 1999), simplification (Schwenk, 1984), expectations and anticipation (Bechara, Damasio, Tranel and Damasio, 1997) and mixed with the firm's knowledge (Choo, 1996) and its previous learning (Galbraith, 1977; Fiol and Lyles, 1985; Levitt and March, 1988; Argyris and Schön, 1992; Moingeon and Edmondson, 1996), and finally fed to the decision makers and managers who made their choice and decision by considering the information, values (Hart, 1992), business ethics (Trevino, 1986; Jones, 1991; Ferrell and Fraedrich, 2014), culture (Schwartz and Davis, 1981; Sathe, 1983; Kreps, 1996; Chen, Sawyers and Williams, 1997), preferences of the organization (Ashmos, Duchon and McDaniel, 1998), their own judgment (Bazerman and Moore, 2012; Yates, 1990; Highhouse, Dalal and Salas, 2014), and their own intuitions and emotions (Simon, 1987; Agor, 1989; Burke and Miller, 1999; Khatri and Ng, 2000; Sadler-Smith and Shefy, 2004; Sinclair and Ashkanasy, 2005; Dane and Pratt, 2007).

Another aspect of inner intangibles of the firm comes from the knowledge based view of competitive advantage (Porter and Millar, 1985; Hall, 1992; Spender, 1993; Herriot and Pemberton, 1995; Liebeskind, 1996; Winter, 1998; Zack, 2002).

The knowledge based view draws the attention to the ability of the firm to learn and attain new knowledge (Argyris, 1990; March, 1991; Herriot and Pemberton, 1995; Cook and Yanow, 1996; Moingeon and Edmondson, 1996; Probst and Bachel, 1997; Matusik and Hill, 1998; Anand and Khanna, 2000; Appelbaum and Gallagher, 2000; Pemberton, Stonehouse and Yarrow, 2001; Chan, 2002; Ioniță, 2005; Njuguna, 2009, 2012; Akhtar, Khan and Mujtaba, 2013), managing the knowledge efficiently and effectively (Quintas, Lefrere

and Jones, 1997; Hansen, Nohria and Tierney, 1999; Malhotra, 2000; Choi and Lee, 2002; Kamara, Anumba and Carrillo, 2002; Forcadell and Guadamillas, 2002; Choi, Poon and Davis, 2008; Zheng, Yang and McLean, 2010), possess the know-how and use it to its advantage (Wilkinson, 1985; Adler, Riggs and Wheelwright, 1989; Sveiby, 1992; Kratochvil, 1994; Simonin, 1997; Teece, 1998, 2008), invent and innovate (Cohen and Levinthal, 1990; Brown and Duguid, 1991; Nonaka, 1991; Hall, 1992; Nonaka and Takeuchi, 1995; Hurley and Hult, 1998; Thornhill, 2006; Camisón and Villar-López, 2011), integrate and spread it through the organization (Pisano, 1994; Grant, 1996a; Becker and Zirpoli, 2003; Huang and Newell, 2003; Yang, 2005; Robert Jr, Dennis and Ahuja, 2008; Jian and Hanling, 2009), use and prevent knowledge spillovers (Blomström and Kokko, 1998; Deeds and Decarolis, 1999; Argote and Ingram, 2000; Teece, 2000; Breschi and Lissoni, 2001; Uzzi and Gillespie, 2002; Tallman, Jenkins, Henry and Pinch, 2004; Audretsch and Lehmann, 2006; Alcacer and Chung, 2007; Agarwal, Audretsch and Sarkar, 2010; de Faria and Sofka, 2010); and also hold the ability to unlearn and relearn when it is required (Hedberg and Tents, 1986; Buchen, 1999; Lei, Slocum and Pitts, 2000; Baker and Sinkula, 2015).

An additional feature of inner intangibles of the firm comes from the Resource Based View and forms around the firm's intangible resources. Intellectual property assets are one of the most important types of intangible assets which give the firm an exclusive right to exploit those assets for its benefit and prevent the competition from utilizing them (Farrell and Katz, 1998; Cohen, Nelson and Walsh, 2000; Shilling, 2002; Bouchoux, 2012; Janis, 2013).

Intellectual property assets include copyrights, trademarks, registered designs and patents; also, under the intellectual property laws a firm's trade secrets, contracts and databases are protected too. The intellectual property assets grants a firm a unique opportunity to solely reaps the reward and enjoy the economic benefits of them (Merton, 1988; Richard and Rozek, 1990; Lerner,

1995; Lehman, 1996; Teece, Pisano and Shuen, 1997; Sullivan, 1998; Wagman and Scofield, 1999; Narayanan, 2000; Rivera, 2000; Pitkethly, 2001; Choo and Bontis, 2002; Gallini, 2002; Idris, 2003; Riahi-Belkaoui, 2003; Reitzig, 2004; Blind, Edler, Frietsch and Schmoch, 2006; Pisano, 2006; Gassmann and Keupp, 2007; Teece, 2009; Palfrey, 2011).

Another class of intangible assets includes the firm's identity, reputation and image, its brands and their identities which have the potential of giving the firm an edge over its competition (Schmitt and Simonson, 1997; Petrick, Scherer, Brodzinski, Quinn and Ainina, 1999; Urde, 1999; Balmer and Gray, 2003; Melewar, Karaosmanoglu and Paterson, 2005; Anholt, 2006).

All of those intangibles give the firm an edge and an ability to compete and also to differentiate itself from its rivals in the industry (Hall, 1993; Fombrun, 1996; Keller, 1997; McMillan and Joshi, 1997; Nguyen and LeBlanc, 2001a, 2001b; Roberts and Dowling, 2002; Balmer and Gray, 2003; Balmer and Greyser, 2003; Jo, Nakamoto and Nelson, 2003; Dowling, 2004; Abimbola, Vallaster, Abimbola and Kocak, 2007; Cretu and Brodie, 2007).

As all those intangibles such as the firm's knowledge, the values and corporate's culture, intangible assets are idiosyncratic, extremely hard to imitate, and, in case of intellectual property, impossible to use as the law dictates; hence, they could be used as a base for obtaining competitive advantage (Coyne, 1986; Peteraf, 1993; Black and Boal, 1994; Hoffman, 2000; Fahy, 2002; Foon, 2009).

Moreover, all the inner intangibles impacts the way a firm behaves and processes information to make decisions and this could be another vantage point for the firm in its bid for competitive advantage (Daniels, Johnson and de Chernatony, 1994; Ginsberg, 1994; Reger and Palmer, 1996; Spencer, Peyrefitte and Churchman, 2003; Henneberg, Rohrmus and Ramos, 2006). This is due to the ability of the firm to use its unique cognition capacity for

utilizing its resources in a special way (which is impossible or almost impossible for the outsiders to mimic) and as a consequence drives more profit toward itself (Weick, 1979; Penrose and Pitelis, 2002).

Also, the unique cognition of the firm plus its culture orchestrates all the firm's employees' actions in a synergic manner toward its strategic goals and brings out a superior performance out of them (Cyert and March, 1963; Adler, 1980; Meyer, 1982; Moran and Harris, 1982; O'Reilly, 1989; Schein, 1990; Hall, 1995; Harris, 2004; Thompson, 2011).

2.2.2.4 Outer Intangibles

Another distinctive source of competitive advantage arises from intangibles that are surrounding the firm and are created by extra-organizational interactions that take place in the firm's industry or affects it and the entire set of inter-organizational transactions in the industry's business network (Metcalf, 1976; Boje and Whetten, 1981; Huff, 1982; Smircich and Stubbart, 1985; McGee and Thomas, 1986; Jarillo, 1988; Fahey and Narayanan, 1989; Spender, 1989; Huff, 1990; Abrahamson and Fombrun, 1992; Alter and Hage, 1993; Cool and Dierickx, 1993; Abrahamson and Fombrun, 1994; Phillips, 1994; Porac and Thomas, 1994; Porac, Thomas, Wilson, Paton, et al., 1995; De Wever, Martens and Vandenbempt, 2005).

The extra-organizational interactions and inter-organizational transactions take place either directly between the firms or by connecting links and intermediaries such as media organizations. But it is of outmost importance not to limit it solely to what happens in between the firms in the industry; and consider that all the stakeholders and clients of the firms and the industry are all part of this interconnected web of communication and transaction.

So, the firms of the industry, the intermediaries, the stakeholders and the clients all are the pivotal elements of this big mesh of exchange, which

fashions and frames outer intangibles (Hill and Jones, 1992; Knights, Murray and Willmott, 1993; Harrison and John, 1994; Donaldson and Preston, 1995; Mitchell, Agle and Wood, 1997; Rowley, 1997; Berman, Wicks, Kotha and Jones, 1999; Freeman, 1999; Jones and Wicks, 1999; Friedman and Miles, 2002; Li, Sikora, Shaw and Tan, 2006; Freeman, 2010; Sinha, Inkson and Barker, 2012; Sydow, 1998; Ebers, 1997).

What is happening in this big mesh is an ever changing and dynamic structure made of interpretations that are the result of the information exchange between all the constructing elements and nodes of this mesh. This dynamic structure of interpretations is typified by several traits:

- It is an ongoing information exchange that happens between all the firms, the intermediaries, the stakeholders and the clients. This exchange could be symmetric or asymmetric.
- Necessarily not all the parties involved have the same interpretation of the information, even in case of information symmetry.
- The difference in the interpretation causes heterogeneous understandings and dissimilar perceptions and varying cognitions of the industry and its elements between the parties.
- All these interpretations, understandings, perceptions and cognition construct a basis for the players decisions and play an important role in the decision making process of them.
- The standards and factors by which success in the industry is defined is a result of some level of agreement between all the players based on what they discern from all those.

- The firms of the industry get their reputation and stature by being assayed against those success factors.

The reputation that firms gain and what the other players make out of them generate different levels of predilection for them among intermediaries, stakeholders and clients. Consequently, a positive interpretation brings competitive advantage upon the ones who possess it (Hall, 1993; Litz, 1996; Lado, Boyd and Hanlon, 1997; Carmeli and Cohen, 2001; Nebenzahl, 2001; Burt, 2002; Jensen, 2002; Buchholz and Rosenthal, 2005; Bi-rong, 2006; Allen, Carletti and Marquez, 2007; Flatt and Kowalczyk, 2008; Zainudin, Azahar and Masayu, 2008; Mitić, 2009; Sheehan and Stabell, 2010; Thompson, Peteraf, Gamble and Strickland III, 2011; Cabral, 2012; Smith, Rupp and Motley, 2013; Wang, 2014; Brønn and Brønn, 2015).

2.2.3 Inclusive Competitive Advantage Model

Competitive advantage arises from the interactions between the firms and “other environment actors”. The actions and reactions of the firms and “other environment actors” are multi-scope. It means that they put in motion forces in all four different areas of the competitive advantage landscape, and are interconnected as they initiate and put in motion cycles of activities which ceaselessly change the prospect of the four areas and alter the competitive advantage landscape.

Consequently, competitive advantage is the upshot of a whole system of activities rather than being the result of cut-off acts of actors (Henderson, 1983; Coyne, 1986; Ghemawat, 1986; Day and Wensley, 1988; Aaker, 1989; Porter, 2008).

Figure 2-3 shows how six different but connected and associated processes result in competitive advantage.

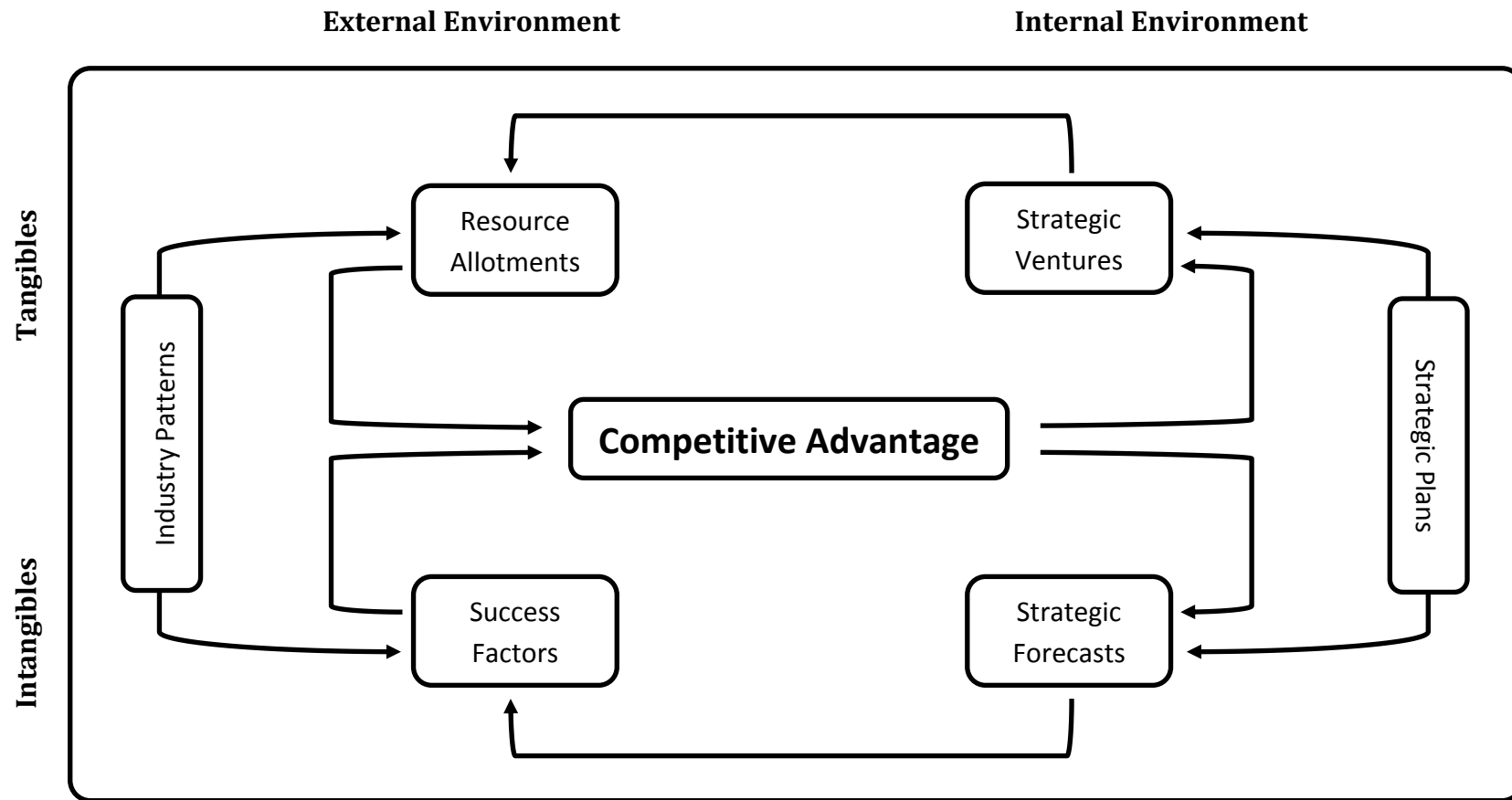


Figure 2-3: Inclusive Competitive Advantage Model

Source: Rindova and Fombrun (1999)

Although interactions in the competitive advantage landscape is divided into intangibles and tangible scopes in Figure 2-3; it is important to take into account that what happens in each of those scopes prompts and causes actions in the other ones.

The kind of understanding that a firm has from the competitive environment causes to a certain way of tangible resource allocation. As this being observed by the other firms, in turn causes a change in the understanding of the other firms from the environment. And that accordingly, affects how they are going to portion out their own tangible resources (De Chernatony, Daniels and Johnson, 1993; Calori, Johnson and Sarnin, 1994; Hodgkinson and Johnson, 1994; Porac and Thomas, 1994; Reger and Palmer, 1996; Hodgkinson, 1997; Sutcliffe and Huber, 1998; Porac, Thomas and Baden-Fuller, 2011).

As an example, while deeds of “other environment actors” establishes the success factors in the industry, firms make decisions on how they would divide out their resources based on what they interpret from those success factors to gain the maximum benefit. In addition to that, they would internalize those interpretations and adapt their inner intangibles accordingly. Hence, the environment affects the firms and as a result the decision making process of them would be affected (Hrebiniak and Joyce, 1985; Whittington, 1988; March, 1994; Child, 1997). And all of those would change the shape of the marketplace where all the actors’ exchanges take place (White, 1981; Fligstein and Calder, 2015).

As mentioned above tangibles and intangibles scope of the competitive advantage landscape effect on each other and cause changes and continuous alteration and regeneration of each scope. But, competitive advantage is not automatically produced by this loop of scope reproduction.

The firms in the industry and the “other environment actors” selectively choose where to put their resources on, and how to project their imprint on the future

of the industry. This selectivity comes due to inherent scarcity nature of the resources and the limitation imposed by that (Powell, 1992; Trigeorgis, 1996; Lee, Lim and Tan, 1999; Nilsson and Dalkmann, 2001; Sarason and Tegarden, 2003; Haber and Reichel, 2007; Steiner, 2010).

Other reason of selectivity in how the firm spreads out its resources is that, the decisions – that are backing the distribution of the resources – comes out of the firm's beliefs, culture and information. After a decision has been made and executed, then the effects of that decision reflects in the competitive advantage landscape, and information would be picked up by the firm again and fed back to the decision making process and affects the next rounds of the decisions (Weick, 1993, 1995; Harris, 1994; Choo, 1996; Gioia and Mehra, 1996; Drazin, Glynn and Kazanjian, 1999; Maitlis, 2005; Dougherty and Drumheller, 2006; Tourish and Robson, 2006; Maitlis and Lawrence, 2007; de Lourdes Borges and Gonçalo, 2009).

While the firms are making strategic choices, they affect the marketplace. The firms would go to the marketplace for gaining input resources such as raw material, human resource, financial resources, and also they would supply their output – their products and services – through the marketplace. The activities in the marketplace prompt “other environment actors” of what is happening in the firms and they would incorporate the gathered information into their own cycles considering them as part of the industry's trends.

But this is not only the “other environment actors” who take their cues about the current state of the industry by looking at what the firms are doing in the marketplace. The firms, also, would look into what are the current success factors and how the “other environment actors” are allotting their resources to get a better picture and understanding of the industry, and then incorporate all of those into their future strategic forecast and the decisions and directions which lead them into their future strategic ventures. The attributes and traits of the industry – such as best practices, entrance barriers, industry centralization,

reputation of the firms, reputation of the “other industry actors”, over and under achiever firms, industry leaders and failures – are all outcomes of those continuous processes.

The externalization of both the firms and “other industry actors” strategic decisions manifests itself in both tangibles and intangibles scopes of the competitive advantage landscape. It manifests through how they allot their resources and how they elucidate success factors. This externalization, in turn, forms industry patterns.

The internalization of what results from those strategic decisions and what they interpret from the results manifests itself in both tangibles and intangibles scopes through how they forecast future of the industry and adjust their future projections, and how they take on strategic ventures. This internalization, in turn, shapes strategic plans.

As these processes takes place in the industry environment, the firms and the “other environment actors” build the competitive landscape of the industry in which they exist and live.

2.2.4 Role of Information in Obtaining Competitive Advantage

For a firm in pursuit of competitive advantage, it is required to have a competitive strategic plan. The goal of strategic planning in general is to match internal abilities of the firm in the best manner possible (considering all the limitations) to what happens in the industry that the firm is active in.

To formulate a competitive strategic plan, a firm needs to repeatedly go through strategic decision making process. Strategic decision making process signifies that the firm must choose from a broad range of available possibilities – known as strategic options – the ones that suit the goals and abilities of it in the best way possible. By reiterating through this process and making those strategic decisions, the firm then formulates its strategic plan and makes a

strategic framework. Through this strategic framework, the firm guides and aligns all its efforts and activities not only in the industry environment but additionally in its internal environment settings too (Cohen and Cyert, 1973; Porter, 1980; Below, Morrissey and Acomb, 1987; Chakravarthy, 1987; Hax and Majluf, 1996).

The firm, to make the right strategic decisions, must base them on well gathered and proper to the matter information and also; careful and relevant analysis of that information. Hence, to source the right information, in the first place the firm should consider its relevancy and correct and right analytical methods (Galbraith, 1977; Forgas and George, 2001; Citroen, 2011).

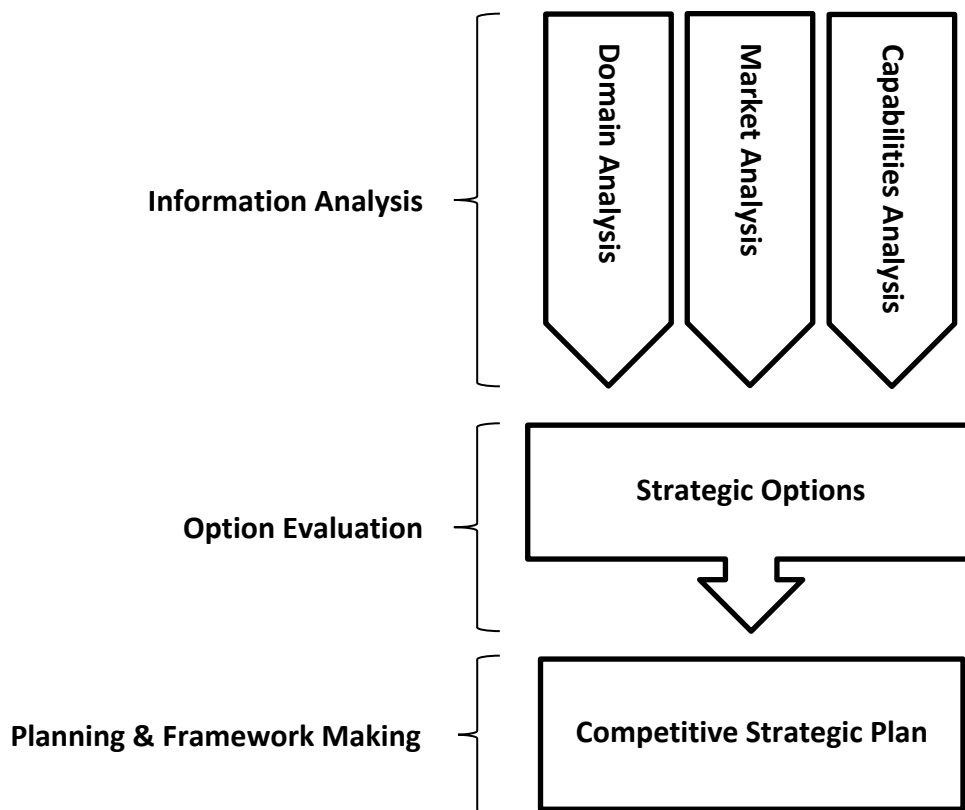


Figure 2-4: Strategic Planning and Framework Building Process

Source: Turner (1991)

As you can see in Figure 2-4, there are three major streams of information which constitute the basis of the decision making process and the result of their analysis would be an important and major factor for the firm to formulate its strategic options.

The two stream of information that come from the firms environment and industry are information relating to the firm's domain and the firm's market. These two streams contain information on macroeconomic and microeconomic aspects of the environment, the influential political factors, regulations, social elements, market segmentation and so on.

The third stream of information carries the information that comes from the internal environment of the firm, its capabilities which can help it to compete better and the abilities which potentially could separate it from the herd and make it stand out. For instance, the information on what kind of technology the firm possesses, how much value they add in different links of internal value chain, economy of scale and so on.

The information on the firm's capabilities will be weighed up against the firm's rivals and the result mixed with the analysis of the first two streams of information together, will help the firm to find out what kind of strategic options it has (Turner, 1991; Ferguson, Mathur and Shah, 2012).

2.2.4.1 Domain Analysis

Domain analysis takes on the analysis of all the elements from the economic environment of the firm. This comprises micro and macro level factors of the economic environment, legal and technological aspects of it, population demography and its distribution, competitors' analysis and so on (Bourgeois, 1980; Leidecker and Bruno, 1984; Teece, 1984; Hirschey, 2008; Crossan, Fry, Killing and Rouse, 2009; Baye and Prince, 2013).

On the microeconomic side, parameters such as supply and demand for the firm's products and services in the market, market status, price elasticity, opportunity costs and so on should be taken account for in the domain analysis (Coyne and Subramaniam, 1996; Porter, 1998; Werden, 1998; Bompard, Ma, Napoli and Abrate, 2007; Frank, 2009).

On the macroeconomic side, parameters such as fiscal and monetary policies put in place by the government, risk factors of the economy, gross domestic product, purchasing power parity, national and per capita income, how the income is distributed among the population, unemployment rate, economic growth indicators, balance of trade, balance of payments, inflation, interest

rates, exchange rates, price indexes and so on must be involved in the analysis (Turnovsky, 1977; Okun, 1981; Ghoshal, 1987; Franke, 1991; Klemperer, 1995; Miller and Reuer, 1998; Hoskisson, Eden, Lau and Wright, 2000; Oxelheim and Wihlborg, 2008).

One of the main reasons behind including economic information evaluation in the domain analysis is to find out the level of influence each economic factor has on the firm's performance (Hansen and Wernerfelt, 1989; Peng and Luo, 2000; Grewal and Tansuhaj, 2001; Walsh and Whelan, 2001; Tan and Peng, 2003; Firth, Fung and Rui, 2006; Amoako-Gyampah and Acquah, 2008).

Legal aspects surrounding the firm should be considered both on the firm's environment level and also on the bigger stage such as national and regional stage. The trade agreements, political system, legal system and so on are the examples of national and regional factors that are influential and the firm should involve them in its domain analysis (Keim, 1981; Jennings and Shipper, 1984; Houghton, 1992; Boddewyn and Brewer, 1994; Pincus and Belohlav, 1996; Coen and Grant, 2001; Keim and Hillman, 2008; Mayer, 2011; Brownsword and Goodwin, 2012).

The labor laws, employment regulations, labor unions' status, contracting practices, contract enforcement pathways, industrial, operating and environmental laws and other related legal characteristics associated with the firm's environment should be fed into the domain analysis process (Dyer and Holder, 1987; Piore, 1990; Dyer, 1992; Barkin, 1993; Huselid, 1995).

Technological features of the firm's environment are another aspect which should be included in the domain analysis. One of the significant and major factors of technology that should be considered by the firm is its industry disruption potential. Technology changes can destroy barriers between different industry sectors; they can make an industry completely irrelevant; they can radically change the rules of the competition and move the value

upstream or downstream in the industry value chain (Bower and Christensen, 1995; Chesbrough and Rosenbloom, 2002; Evans, 2003; Hall and Martin, 2005; Chan, 2006; Fonrouge and Petzold, 2011; Napier, 2011; Jacobides and MacDuffie, 2013).

One familiar example of this disruptive role of the technology is how the photography industry changed by introduction of digital photo sensors and cameras and basically film based technologies completely became obsolete and irrelevant; consequently the companies such as Kodak – that was a major player and a dominant firm of the industry – which ignored the technological change became irrelevant and went bankrupt (Khurana, 2002; Lucas and Goh, 2009).

Another technological aspect which should be considered by the firm is the introduction of new technologies and enhancement of the existing ones which could potentially improve the way that the firm is handling its operations and doing its business. Employing and embracing those new or enhanced technologies and adapting them earlier than competitors could give a major advantage to the firm (Porter, 1985a; Leonard-Barton, 1988; Porter and Cunningham, 2004).

One of the major examples of this aspect is introduction of information technologies which in the past decades completely revolutionized many areas of the business (including design, process optimization, communications, resource planning, information processing and almost every other conceivable aspect of any industry) (Forester, 1985, 1987; Tapscott and Caston, 1993).

Final aspect of technology which should be contained in the domain analysis is technological innovations and developments by the firm's competitors. Technological innovation done by competitors could give those competitors a major boost and tip the competition edge toward them and the firm should be able to respond to them as fast as possible (Giget, 1997; Michael L. Tushman,

1997; Arora, Fosfuri and Gambardella, 2004; Cassiman and Veugelers, 2006; Burgelman, Christensen and Wheelwright, 2008; Dodgson, Gann and Salter, 2008).

Population demography features – such as the population size categorized by different age and gender, the cultural and social aspects of the population, the trends and their perimeters and so on – is another important factor that should be thrown into the domain analysis process. Population demography information mostly helps the firm to find options for its strategic marketing plans and carving proper niches for its products and services (Schneider and De Meyer, 1991; Palich and Gomez-Mejia, 1999; Greve, 2000; Richard, 2000; Bloom, Canning and Sevilla, 2003).

Finally, the firm should have proper competitive intelligence in place. Competitive intelligence means that the firm should always monitor activities of their competitors and try to figure out what are their strategies and objectives and how they are going to implement their strategic plans in pursuit of their goals (Gbosbal and Kim, 1986; Lim, Sharkey and Kim, 1996; Kahaner, 1998; Wright, Pickton and Callow, 2002; Hughes, 2005; Sharp, 2009; Gilad, 2011).

The analysis of the competitors should be done from three different angles:

- Firstly, it should be find out, why a rival adapts a certain strategy; what is it that the rival is pursuing to achieve, what are its objectives. Also, what are the assumptions and speculations that caused the rival to take such a strategy, what did they saw in the environment or what did happen inside the firm that caused them to take such a strategy?
- Secondly, the firm should understand the capabilities that its rivals possess, their weaknesses, shortcomings, strengths and fortitudes. By

doing so, it could find out the best manners in which it can compete with them and where to avoid competing with them.

- Lastly, by putting those together and making a whole picture, the firm could have an understanding of how its rivals would respond to its own strategic initiations and movements.

2.2.4.2 Market Analysis

Market analysis is about delving into the information of the market in which the firm presents its products and services to its clients (White, 1921). Some of the major aspects of the market that should be analyzed are its segmentation, each segments main attributes and consumer behavior. A proper understanding of market is crucial to help the firm dish out its marketing resource appropriately but also helps them to improve their products and services design and guiding and directing their research and development activities in the right course (Nargundkar, 2003; Brown, 2008; Berghoff, Spiekermann and Scranton, 2012).

As some of the key elements in a strategic marketing plan are the market segmentation, the target segments, the niches and the firm's market positioning plans; the market analysis is one of the major components that helps the firm on properly build a strategic marketing plan (Kohli and Jaworski, 1990; Morgan, Vorhies and Mason, 2009; Kotler and Keller, 2011).

The reason behind market segmentation is to help the firm to divide the whole mass of its clients and potential customers in smaller groups. Each of those smaller groups would contain the clients and potential customers with similar demands, needs and traits. The members in each group should be similar enough to each other and different enough from the other groups' members to make the circumference of each group clear. Also, the size of each group should be big enough to justify the costs of implementing group specific

marketing plans. Some of the major items to consider for market segmentation are population demographic, geographical attributes, industrial category, social factors, financial status, economic features and psychological aspects of the clients and potential customers (Wedel and Kamakura, 2000; McDonald, 2012; Struhl, 2013).

The firm's decision on what segmentation criteria to use for dividing its clients and potential customers into smaller groups depends on the nature of the industry, the market and the clients and potential customers themselves.

To find out what market segmentation techniques are going to be employed and to clarify what are the segmentation criteria that are going to be used; it is good to ask question such as these:

- Are the clients businesses or individuals or both?
- What is the nature of the client groups that the firm can serve?
- What are the needs of the clients that the firm is going to satisfy?
- To which functions of the clients, the firm is going to be beneficial?

Based on the information yielding from answers to those questions and also considering the firms capabilities, the market should be divided into manageable smaller segments by using proper segmentation methods. From those resulted segments, the ones which the firm wishes to be active in would be chosen. Then it is turn to explore those targeted segments in more details and delve into them deeper (Weinstein, 1993; Myers, 1996b; Wedel and Kamakura, 2000).

Each target segments should be analyzed extensively to clarify each segment's key attributes. It is important to determine its size and profit prospects, the growth potential of it, which one of the firm's rivals are active in it and what

are their position and strategies in it. That kind of information would let the firm to reach to more precise strategic marketing options.

Another significant aspect of market which should be zoomed upon in the market analysis is consumer behavior. Consumer behavior sheds light on the process by which the clients and potential customers choose a product or service they are going to buy, and how they are going to employ that product or service and finally how they are going to discard it, and during this process what is the impact they are going to put on the firm's environment (Peter and Olson, 2004; Hawkins and Mothersbaugh, 2010; Solomon, 2014).

Have an accurate understanding of how consumers behave would assist the firm in many aspects of its functions and not only the marketing function. It helps the firm to design and tailor its products and services to fit the consumers' requirement (Grubb and Grathwohl, 1967; Holbrook and Hirschman, 1982; Bloch, 1995; Ahmet Bardakci and Jeryl Whitelock, 2003; Orth, McDaniel, Shellhammer and Lopetcharat, 2004; Siro, Kapolna, Kapolna and Lugasi, 2008; Franke, Keinz and Steger, 2009; Hoyer, Chandy, Dorotic, Krafft, et al., 2010), to properly price them (Devine and Marion, 1979; Kannan and Kopalle, 2001; Aviv, Levin and Nediak, 2009; Hameed, Soomro and Hameed, 2012; Rohani and Nazari, 2012), to decide on distribution methods and sales points and to predict future needs and consumer trends ahead (Gardner, 1985; Sherry, 1995; Baumgartner and Steenkamp, 1996; Turley and Milliman, 2000; Black, Lockett, Ennew, Winklhofer, et al., 2002; Teltzrow, Günther and Pohle, 2003).

2.2.4.3 Capabilities Analysis

Capabilities analysis is firstly to find out what is about the firm's unique features and power points by which it could compete better against its rivals and, secondly it is about realizing the weakness and strengths of the firm's competitors.

As there are two major pathways toward competitive advantage, it is important to consider those while going into capabilities analysis.

First major pathway toward competitive advantage is competing by adapting a low cost strategy. It means the firm considers producing similar products and presenting similar services to its competitors but by having lower cost of production than those of the competitors. By doing this, the firm would be able to earn a higher profit margin or by reducing the prices gain a bigger share of the market pie (Porter, 1987; Hill, 1988; Shank and Govindarajan, 1993; Ming-jie and Xiang, 2007; Ren and Hong, 2011).

Second significant pathway of the firm toward obtaining competitive advantage is by differentiating its products and services from what its competitors are presenting in the market. This pathway suggests that the firm should offer different benefits and put distinctive attributes on its products and services so those differentiated features prevail over the low cost advantages which its competitors may have (Porter, 1987; Hill, 1988; Taylor, 1997; Beal and Lockamy III, 1999; Ming-jie and Xiang, 2007; Douglas, Douglas and Davies, 2010; Gebauer, Gustafsson and Witell, 2011; Dirisu, Iyiola and Ibidunni, 2013).

As each pathway requires different resources and abilities, by doing the capabilities analysis and weighing its own capabilities against the rivals; the firm could figure out which of the pathways is more feasible to take and yields better gains.

Another aspect which the firm should put under its zooming lens while analyzing the capabilities, is to figure out if it is better for them to focus its attention on the whole market (or a big part of it) or it should center its efforts on a narrow section of it. And also, it should figure out what the competitors are doing in this regard, are they active in a big part of the market or are focused on the narrower sectors of it. Moreover, during this process, it could

discover neglected sectors of the market, which could be a potential gold mine (Anderson and Narus, 1991; Dalgic and Leeuw, 1994; Hallberg, 2000; Zott and Amit, 2008).

2.2.4.4 Strategic Options

Based on the results of the analysis on the three major stream of information mentioned earlier, the firm would thin out the generic strategic options available to the ones which are possible and from those would pursue the ones that best fit its interests, mission and vision of the future.

The philosophy behind this step is to match the firm's internal capabilities in the best manner possible to exploit the opportunities exist in the external environment in a manner that is coherent with what the firm is aspiring to become and without digressing from the path determined by its vision and mission (Johnson, Scholes and Whittington, 2008).

To be more specific, as the firm's vision and mission is a general and rough picture what it is aiming to become, this step clarifies specific strategic options that is at its disposal in the current stage to help it move toward that future (McGinnis, 1981; Pearce and David, 1987; Hart, 1992; Rarick and Vitton, 1995; Lipton, 1996; Baetz and Kenneth, 1998).

The strategic options that the firm chooses at this stage are the ones that help it to transform what it found out to be possibilities for gaining competitive advantage to the actualities, and manifests them as bona fide competitive advantage (Eisenhardt and Zbaracki, 1992; Stalk, Evans and Shulman, 1992; Eisenhardt, 1999; Thompson, Peteraf, Gamble and Strickland III, 2011).

One generic strategic option that the firm has is to decide in which segment of the market it wants to be active in and why. The information coming through market analysis and capabilities analysis would help the firm to decide the segments of the market which are apposite to its capabilities and would gain

some advantage over its rivals in those markets (Johnson, 1971; Day, 1981; Myers, 1996a; Söllner and Rese, 2001; Weinstein, 2004).

Also, in deciding over the favorable segments of the market, the firm's decision makers should not go astray and always keep its vision and mission in mind (Piercy and Morgan, 1993; Myers, 1996a; Weinstein, 2004).

Another generic strategic option of the firm is to design new products and services or brush up, enhance and upgrade the existing array of products and services which it is currently offering to the market (Although it should not necessarily be about an array of products and services, and it could be just about one particular product or service) (Rothwell and Gardiner, 1989; Calantone, Vickery and Dröge, 1995; Sanchez, 1995; Bessant and Francis, 1999; Atuahene-Gima and Li, 2004; Burgelman, Christensen and Wheelwright, 2008).

For the above generic strategic option, information coming through all three streams are useful, such as how much does it cost for the firm to carry the product and service development process and what kind of resources it should dedicate to this process (which is part of capabilities analysis), what would be the demand for these new or improved products and what are the target market for them (which market analysis would shed a light on these aspects of the strategic option), and finally is there any special products or services are in demand but none of the competitors are supplying them so the firm could get in that crack and satisfy that demand (which domain analysis would help the firm to answer this question).

One more generic strategic option is to define or refine pricing scheme of the firm's products and services (Ailawadi, Lehmann and Neslin, 2001; Nagle and Holden, 2001; Schindler, 2011; Smith, 2011). For this generic strategic option the firm needs to deduct different factors from all three stream of information.

The following list shows the major factors that influence pricing of the firm's products and services.

- The firm needs to have a thorough and clear image of demand and supply in the market, to be able to project the results which come out of the pricing scheme that it finally chooses.
- The psychological effect that the pricing scheme puts on the consumers and what are their preferences in general.
- The elasticity of the price is very important economic factor which should be considered while opting for a specific pricing scheme.
- The cost analysis of the production including the total cost of production and marginal cost of production.
- The firm understanding of the value that its products and services provide to the consumers.
- The minimum profit margin which are acceptable to the firm.

One more of the generic strategic options available at this stage to the firm, is about where and how the products and services are going to be distributed and offered to the consumers. It is important that the firm decides which distribution network is proper for each target market, what the points of sale are, how the distribution operation is going to be handled and what are the possible bottlenecks that could cause problem and cut the supply continuity (Daugherty and Pittman, 1995; Anderson, Day and Rangan, 1997; Mols, 1999; Savaskan and Van Wassenhove, 2006; Zentes, Morschett and Schramm-Klein, 2012). Also, the products and services life cycle (Smallwood, 1973; Anderson

and Zeithaml, 1984; Jensen and Thursby, 1986; Klepper, 1996), after sales services (Doyle, 1990; Lele, 1997) and customer relationship management (Brown and Coopers, 1999; Kotorov, 2003; Srinivasan and Moorman, 2005) should be considered as a key element of decision making for this strategic option.

Another major generic strategic option is about how the marketing efforts for the products and services would be handled. The decision makers should make a clear picture of marketing campaign based on what they are getting through all three information streams specially market analysis and domain analysis. Also, a general idea of types of promotion that the firm is going to offer to enhance sales should be part of this generic strategic option. The public communication and relations regarding the products and services are another integral part of the marketing which the firm should define properly for this generic strategic option (Clarke, 1978; Biggadike, 1981; Boulding, Lee and Staelin, 1994; Shyan Fam and Merrilees, 1998; Belch and Belch, 2011; Percy and Rosenbaum-Elliott, 2012).

2.2.5 Role of Integrated Marketing Communication in Obtaining Competitive Advantage

2.2.5.1 Marketing

The goal of marketing is to increase the living and existence quality of individuals and institutions. Marketing obtains this, because it is the practice of finding out the needs and requirements of individuals and institutions and crafting an answer for it and exchanging the created value with them (Silk, 2006; Kotler and Keller, 2011).

The important part of the definition above is value. The value is the ratio of what is gained to what is paid. In other words, consumers understand it as the

proportion of what they got to what they gave for it. This is not solely based on monetary gains and expenses but could be anything which embodies or gives perception of gain and expense. Based on this understanding of value, to increase the perceived value of a product or a service for consumers, the perception of this proportion should increase.

On the above foundation, the essential role of marketing is to increase and heighten the perception of the products and services value in the consumers mind and the proportion of what is earned to what is remunerated (Grönroos, 1997).

2.2.5.2 Communication

Communication is one of the basic activities in a society. By definition communication is a process during which different parties intentionally exchange information by using tokens (Lasswell, 1948; Newcomb, 1953; Gerbner, 1956; Berlo, 1960).

From the definition, the major points in communication are highlighted here. Those major points are, that there is intention behind communication, it needs more than one party to be involved and there are tokens by which information is being conveyed between the parties and it is intended to cause a response. The exchange of information is handled by tokens, which could be gestures, words, images, sounds, music, film or any other kind of conceivable medium or a mixture of media (Blythe, 2006).

2.2.5.3 Integrated Marketing Communication

The transformation that have happened during time in both marketing and communication's field and vast complexities and intricacies introduced in all those fields, inevitably transformed the view of marketing communication and the way it should be handled to be of assistance and usefulness to

beneficiaries (which could be individuals, businesses, institutions, or any other kind of entity in need of marketing).

Based on the new reality in the field of marketing communication, just one single channel or one single tool are not going to cut it for the firms. Because of these transformations and added complexities, a new idea has been brought about in marketing communication known as “Integrated Marketing Communication” (Pickton and Broderick, 2001; Kim, Han and Schultz, 2004; Kitchen, Brignell, Li and Jones, 2004; Šerić, Gil-Saura and Ruiz-Molina, 2014).

The main goal of integrated marketing communication is to guide all the marketing communications’ efforts toward a similar common direction. The objective of doing it in this manner is so that they add synergy to each other and also it ultimately prevents wasted, contradictory and discursive marketing communications. By doing this, it actually integrates all the firm’s marketing communications in a path that they proceed in harmony and move toward the same goal as they strengthen each other (Gonring, 1994; Schultz, 1996; Pickton and Broderick, 2001; Smith and Taylor, 2004).

Another aspect of integrated marketing communication is to integrate the firm’s strategy into its marketing communications’ endeavors. So, it would make sure that the marketing communications’ efforts which are being carried out by the firm will not deviate from the firm’s strategy and helps the firm in moving toward its vision and achieving its strategic goals (O’Driscoll, Carson and Gilmore, 2000; Pickton and Broderick, 2001; Beverland and Luxton, 2005; Dewhirst and Davis, 2005; Balmer et al., 2006).

To make integrated marketing communication properly work in a firm, it should blend into the firm’s activities that are going on in several institutional levels; also it should be unified with different processes that shape the

companies activities and behavior. The categorization of this integration is as following:

- **Vertical levels:** The firm's communication goals should be aligned with its marketing goals and these should be corresponding properly with the firm's strategic and tactical objectives (Smith, Berry and Pulford, 1999; Stuart and Kerr, 1999; Kim, Han and Schultz, 2004; Lars Thøger Christensen, A. Fuat Firat and Simon Torp, 2008).
- **Horizontal processes and functions:** The marketing as a company process and communication as a company process should be aligned with other processes happening alongside of them in the company such as sales, finance and accounting, production and other company functions and processes (Mohr, Fisher and Nevin, 1996; Pickton and Hartley, 1998; Hartley and Pickton, 1999; Smith, Berry and Pulford, 1999).
- **Marketing mix:** "El marketing mix es el conjunto de herramientas controlables e interrelacionadas de que disponen los responsables de marketing para satisfacer las necesidades del mercado y, a la vez, conseguir los objetivos de la organización." (Rodríguez Ardura et al., 2006)¹¹

The firm's marketing mix – regardless of what model is being used – always contains some elements of marketing and some elements of communication.

For example, in McCarthy's four P's model (McCarthy, 1960) – which is a very common marketing mix model used for mass marketing – the

¹¹ The marketing mix is the set of controllable and interconnected tools available to marketers by which they meet and satisfy the needs of the market and, at the same time, fulfill the objectives of the firm (Rodríguez Ardura et al., 2006).

mix elements are Product, Price, Promotion and Place which Product, Price and Place are marketing elements of the mix and Promotion is the communication element.

As another example, in Lauterborn's four C's model (Lauterborn, 1990) – which is marketing mix model regularly used for niche markets – the mix elements are Consumer, Cost, Communication and Convenience. In this model Consumer, Cost and Convenience are marketing elements of mix and Communication, well, is the communication element of it.

Regardless of the firm's marketing mix model of choice, it is important that what happens in the communication aspect be in tune with what goes on in marketing aspect (Smith and Taylor, 2004).

- **Communication mix:** Usually advertisement is mistaken to be equal to marketing communication as it is the most observable type of marketing communication. In reality though, advertisement is just one of the elements in the marketing communication mix, and there are many more types of communication tools which are part of it (Pelsmacker, Geuens and van den Bergh, 2007).

Large and vast communication mix could be divided into 13 general and different elements (Smith, Berry and Pulford, 1999; Koekemoer and Bird, 2004; Pelsmacker, Geuens and van den Bergh, 2007; Fill and Hughes, 2008). Those elements are as following:

- Advertisement
- Branding activities
- Corporate image

- Corporate literature
- Direct marketing
- Electronic and digital communications
- Fairs and exhibitions
- Personal sales
- Point of sale communications
- Public relations
- Sales promotions
- Sponsorship
- Visual identity

No matter which one of those elements are being used by the firm to portray and transfer its message to the stakeholders, it is important that they not only convey a consistent and uniform message but be in tune with what marketing mix is trying to achieve.

- **External and internal coordination:** All the internal divisions and agencies of the firm should be coordinated to each other and move toward the goals and targets set by the firm's vision and strategy. On top of that, the external parties – which are working and cooperating with the firm in whatever conceivable aspect that is – must be coordinated with the firm as a whole and the internal divisions and agencies of it to facilitate achieving of strategic goals. This coordination should be carried on and kept on course by proper communication which conveys and reinforces the strategic objectives

and targets of the firm (Achrol, 1997; Gould, Grein and Lerman, 1999; Wickham and Hall, 2006; Paulraj, Lado and Chen, 2008).

As it is obvious, integrated marketing communication is much more than just organizing and harmonizing different activities. Integrated marketing communication is the craft and ability of matching what the sender wants to convey based on its motives and objectives to the targeted receivers' connotation of necessities and pre-assumptions and pre-realizations (Schoemaker, 2005).

Integrated marketing communication achieves that by choosing proper channels and originating and expanding a communication strategy where the message content and its structure format correspond with those objectives of the sender, necessities of the receivers and characteristics of the chosen channels (Hallahan, Holtzhausen, van Ruler, Verčič, et al., 2007).

As a consequence, integrated marketing communication – without any doubt – is a strategic matter for the firm. Hence, it must be dealt with as so, the way all the strategic matters of the firm handled. This means that first of all, integrated marketing communication should be considered as a long term matter and planned for it by considering it in the long run (Duncan and Caywood, 1996; Gould, Grein and Lerman, 1999).

Furthermore, same as all the matters of strategy, integrated marketing communication should be treated in a way to help the firm in its quest for competitive advantage or be a source of competitive advantage by itself (Schultz and Schultz, 1998; Ballantyne and Varey, 2006; Holm, 2006).

And lastly, it should be a matter of the firm as a whole and all its deeds and ventures (Duncan and Caywood, 1996; Gould, Grein and Lerman, 1999).

A very important aspect of the company in search of competitive advantage is how it positions itself in the market (Brooksbank, 1994; Hooley, Saunders and Piercy, 2004), how it represents itself and what kind of image it portrays (Onkvisit and Shaw, 1989; Dowling, 1993; Madhavaram, Badrinarayanan and McDonald, 2005) which all are aspects of marketing and conveys through the communication.

Handling those matters in a proper way gives the firm a hand in its capacity of gaining, retaining and growing its competitive advantage in the industry (Ruekert, 1992). Integrated marketing communication plays a key role in these aspects of the firm's strategy.

2.2.6 Digital Marketing and Social Media

2.2.6.1 Digital Technology Revolution

The communication in marketing landscape has been always relying on four media, to convey and deliver its message, text, image, video and sound. Before the emergence of digital technologies, during hundreds of years, technology was able to mix at most two of those four medium together, for example invention of printing made it possible to mix text with image; although it took around two hundred years for the printing industry to become capable of incorporating image into texts. But the arrival of digital technologies just in a few decades made marvels and it became feasible to merge all those three in a one medium and in totally new ways with endless possibilities, such as delivery of the multimedia without deterioration of quality, enabling audience to interact with the multimedia and so on (Zassoursky and Vartanova, 1998; Chapman, 2005; Kovarik, 2011; Campbell and Martin, 2012).

But the digital revolution – which is symbolized by the computers – did not stop there. Digital technologies not only changed and enriched the way we

create, present and interact with media, but also by invention and outbreak of the Internet and especially World Wide Web, E-Mail and instant messaging systems, it created countless and boundless new and innovative possibilities in the way the media is delivered and is interacted with (Carr, 2009; Pavlik, 2012; Seel, 2012).

Besides, “La Internet ciberdemocrática, aquella en la que cualquier usuario se convierte en proveedor de información y de opinión, puede llegar a sustituir la labor de los comunicadores profesionales.” (Sánchez Carballido, 2008)¹²

It is fair to say that the digital technology which revolutionized the media and the communication’s landscape inevitably altered dramatically the marketing field. Marketing domain nowadays are completely and utterly different from what they used to be two decades ago (Koekemoer and Bird, 2004; Fill and Hughes, 2008). As Mulhern (2009) says: “Media is in the midst of a digital revolution that frees news, information and advertising from the technological limits of print and broadcast infrastructures. The digitization and networking of information transform marketing communications into a vastly different set of practices for connecting consumers and brands.”

Up until those days marketing was heavily based on and targeted toward mass markets with undifferentiated individuals. Those sorts of markets almost do not prevail today at all. But full transformation that digital technologies generated in communications made the firms to rethink and reinvent their marketing communication strategies to be able to catch and adapt to what is happening in the new transformed field of marketing and communication and the realities of them. As an example, the marketing communication shifted from being targeted toward huge undifferentiated mass markets to targeting smaller brackets of individuals with customized messages and tailored promotional

¹² Introduction of Web 2.0 and Social Media has given the users the power of being content creators and not just merely consumers of professionally crafted content (Sánchez Carballido, 2008).

offers to suit better the needs of the individuals (Paul, 1996; Hoffman, 2000; Melewar and Smith, 2003; Chaffey, Ellis-Chadwick, Mayer and Johnston, 2009; Belch and Belch, 2011).

2.2.6.2 Social Media and Integrated Marketing Communication

One of the main purposes behind integrated marketing communication is to align what a company wants to achieve with what it communicates through different elements of communication mix. It means the firm aims to articulate and send congruent messages that are in sync with its strategic plans and goals through all its communication channels toward its stakeholders and especially its clients and potential customers (Polonsky, 1995; Scholes and Clutterbuck, 1998; Proctor and Kitchen, 2002; Reid, Luxton and Mavondo, 2005; Balmer et al., 2006). By doing so the firm aspires to perform better and effectuate its strategy in a way that improves achieving what it is aspiring to be and wants to gain (Duncan and Caywood, 1996; Fill, 2005; Holm, 2006; Fill and Hughes, 2008).

The arrival of digital technologies and especially rise and widespread of Social Media totally transformed the landscape of communication. Hence, as a consequence, it drastically transformed the ways and the strategies that companies should employ to communicate with their stakeholders (Scott, 2009; Zarrella, 2009; Evans, 2010; Berthon, Pitt, Plangger and Shapiro, 2012).

“Although it is clear that [...] Social Media is very powerful, many executives are reluctant or unable to develop strategies and allocate resources to engage effectively with social media. Consequently, firms regularly ignore or mismanage the opportunities and threats presented by creative consumers.” (Kietzmann, Hermkens, McCarthy and Silvestre, 2011)

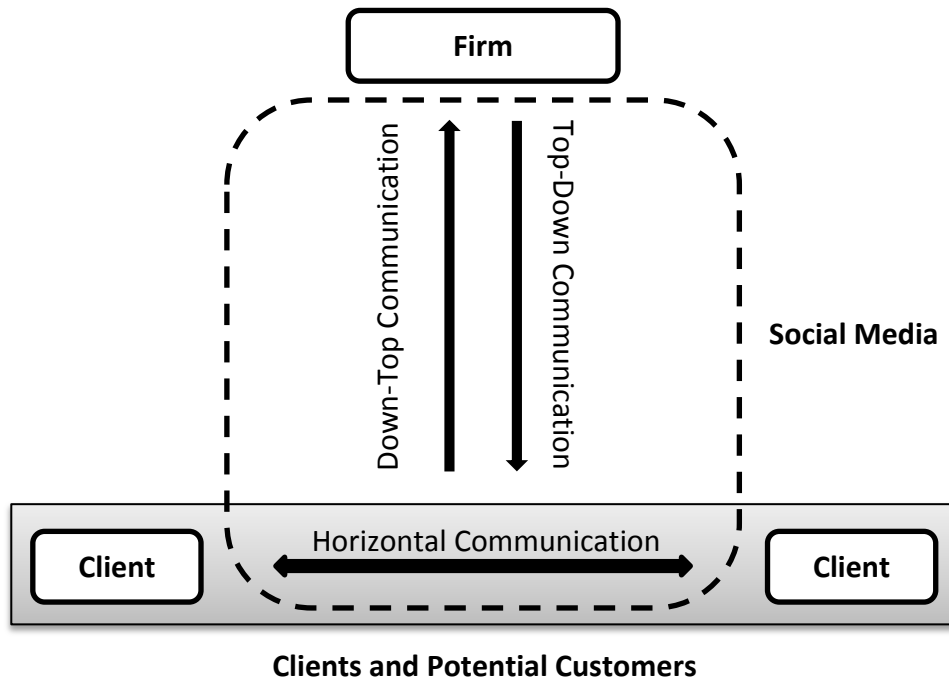


Figure 2-5: Communication Types between a Firm and its Clients and Potential Customers in Social Media

Source: Own Study

Regarding a firm and its clients and potential customers, Social Media makes an environment which three types of communication are a possibility that are shown in Figure 2-5.

- **Top-Down Communication**, which is when the firm communicates with its clients and potential customers.
- **Down-Top Communication**, which is when the clients and potential customers communicate with the firm.
- **Horizontal Communication**, which is when the clients and potential customers communicate with each other.

Top-Down communication facility of Social Media is similar to traditional integrated marketing communication instruments which used to bring the firm's messages to the clients and potential customers (Thackeray, Neiger, Hanson and McKenzie, 2008; Tuten, 2008; Wright, Khanfar, Harrington and Kizer, 2010; Chu, 2011; de Vries, Gensler and Leeflang, 2012; Kim and Ko, 2012).

Down-Top communication facility of Social Media has similarities to the tools used traditionally by companies to carry out market research and analysis activities; which is finding out what is going on with the clients and potential customers, what are their preferences, what are their desires, complains, requirements and feedbacks, what are the trends in the market and so on. With this kind of information gained through market research and analysis companies could develop new products and services or modify, enhance or discontinue the existing ones; they could tap into new markets, adjust their marketing strategies and mix, and in general feed the information back to the strategic planning and framework building process (Kozinets, 2002; Cooke and Buckley, 2008; Crawford, 2009; Gallagher and Ransbotham, 2010; Baird and Parasnis, 2011; Malthouse, Haenlein, Skiera, Wege, et al., 2013).

Wang, Yu and Wei (2012) points out to the space that Social Media creates for clients and potential customers to communicate with each other. it says: "Social media, especially social network sites, provide a virtual space for people to communicate through the Internet, which also might be an important agent of consumer socialization".

Horizontal communication facility of Social Media plays a similar role to what traditionally called word of mouth; but it is way out of proportion of what traditionally word of mouth could do. Traditionally, a satisfied or unsatisfied client could reach to a few other clients and potential customers but to reach a

bigger audience or a big geographical area it usually took a long time and lots of effort or the story should have been interesting enough to be picked up by bigger media outlets. But, with Social Media in a rather short period of time the word of mouth could possibly reach to millions of clients and potential customers spreading virtually worldwide (Häubl and Trifts, 2000; Gremler, Gwinner and Brown, 2001; Brown, Broderick and Lee, 2007; Cheung, Lee and Rabjohn, 2008; Doh and Hwang, 2009; Pekka Aula, 2010; Chu and Kim, 2011; Kaplan and Haenlein, 2011; Kietzmann, Hermkens, McCarthy and Silvestre, 2011; Hildebrand, Häubl, Herrmann and Landwehr, 2013).

Traditionally, the three communication facilities mentioned above handled by different means and tools of communication. Social Media combines and weaves all of them together in one place. More than bringing all the integrated marketing communication tools together, Social Media also makes it possible to communicate in all types of media (text, sound, image, video), their combination and in different formats (Weinberg, 2009).

Also, different Social Media platforms provide inconceivable number of tools to facilitate composing messages using combination of different media in different formats for everybody – no matter what kind of technical proficiency they have – so the focus from technicalities can shift toward the message and communicating it (Cesar et al., 2008; Hanna, Rohm and Crittenden, 2011).

In addition to all those, Social Media communications could happen without delays and in real-time with almost no geographical bounds and borders (Hanna, Rohm and Crittenden, 2011).

2.2.6.3 Consumer Empowering Role of Social Media

Virtually unlimited capability of horizontal communication that Social Media grants to the clients and potential customers heavily restricts and restrains the power of companies in what is being said about them and whom and when is

going to hear it. This means that Social Media practically dethrones companies from their role in traditional marketing as the dominant one in charge of the content, timing and the scope, and crowns the clients and potential customers as the major force in those regards (Kaplan and Haenlein, 2010; Heinonen, 2011; Lober and Flowers, 2011; O'Brien, 2011).

In this modern and new model of media and communication, the clients and potential customers have the upper hand and have a more ample access to information comparing to the traditional model. Moreover, the clients and potential customers are in the driver seat and in charge of what kind of information and in what form and when they are going to consume (Xiang and Gretzel, 2010; Chen, Fay and Wang, 2011; Wang, Yu and Wei, 2012).

This modern and new model of media and communication heavily impacts the way that the clients and potential customers gain their market information, process it and react upon it (Weinberg, 2009).

As the new model is taking over rapidly and the traditional model is shrinking fast; it is important that firms – which were used to employing traditional communication tools – understand how to employ and incorporate the new and dominant Social Media related communication tools in their integrated marketing communication strategies (Kozinets, 1999; Mangold and Faulds, 2009; Safko, 2010; Kirtiş and Karahan, 2011).

In the traditional model of media and communication, it is the firm who makes the decisions and is in charge of the communication, while the clients and potential customers do not have much of a role in it. It is the firm who chooses what should be the message, the message would be composed of what kind of media, what would be the communication mix, when it should be delivered and through what channels of communication, does it need to be repeated and if yes in what rate. The clients and potential customers are just receivers and as they have access to very limited communication channels (such as face to face

encounters, phone calls and Email messages) and a small network; it is very hard for them to break the boundaries designed and designated by the firm. Thus, their impact on the market is acutely limited while the firm's impact is almost absolute (Peterson, Balasubramanian and Bronnenberg, 1997).

This traditional model has been long the main, prominent and preferred structure which firms have used to design their integrated marketing communication strategies based on (Muñiz and Schau, 2007).

As the new and modern media and communication model has prevailed over the traditional model, the firms have lost their charge and dominance over what the message's content should be, what media should be used, when, where, through what and how frequent it should be delivered. That is the clients and potential customers who gained control over these matters and based on their whims or experience with the firm's products and services fabricate their messages and echo and amplify it through the Social Media. It is important to notice that major part of the Social Media is completely immune from the firms influence and not dependent on their financial support (Palmer and Koenig-Lewis, 2009; Weber, 2009; Kaplan and Haenlein, 2010, 2011). All these immensely take away the power from the firms and dwarfs their influence, while hands the power and the influence to the clients and potential customers.

The major points – that manifest because of this shift from traditional media toward Social Media – are as following:

- The clients and potential customers are majorly using the Internet and Social Media as the main source of information for their decision making (Ward and Lee, 2000; Constantinides and Fountain, 2008; Constantinides, Romero and Boria, 2009; Berners-Lee, Cailliau, Groff and Pollermann, 2010; Xiang and Gretzel, 2010; Goh, Heng and Lin, 2013).

- Traditional media such as TV and newspapers are becoming much less important as a source of information for the clients and potential customers (Mangold and Faulds, 2009; Qualman, 2010; Weinberg and Pehlivan, 2011; Couldry, 2012).
- The media consuming habits of the clients and potential customers are changing and they want more authority over how they access their media. Hence, the media owners and content providers are changing their profit models from using advertisement as their main source of income toward newer models such as pay per view and subscriptions. This change of habit not only narrows down the traditional communication channels which the firms used to employ, but also lowers the power and control of the firms over the media and how the media represent them (Picard, 2000; Anderson and Gabszewicz, 2006; Choi, 2006; Fan, Kumar and Whinston, 2007; Peitz and Valletti, 2008; Kaiser and Song, 2009; Tåg, 2009; Anderson and Gans, 2010).
- The clients and potential customers trust more the information from their peers which is being spread through Social Media than what is being fed to them by the firms through traditional media (Constantinides, Romero and Boria, 2009; Yoo, Lee, Gretzel and Fesenmaier, 2009; Guo, Wang and Leskovec, 2011; Gensler, Völckner, Liu-Thompkins and Wiertz, 2013; Kuo and Feng, 2013; Laroche, Habibi and Richard, 2013).

These points have considerably reduced the usefulness and viability of traditional media as part of communication mix while dramatically increased the role of Social Media in it. So, the firms have to rethink, rebuild and adjust their integrated marketing communication strategies on the basis of the new reality.

Mainly, the traditional media which the firms used to employ to feed information – in the form of advertisement, infomercials, sponsoring deals and so on – to the clients and potential customers are being pushed back and being replaced by Social Media carrying consumer generated information. So, the clients and potential customers are gaining their information from sources other than the firms and dominantly from their peers. Hence, the firms should understand and consider that the monologue – which they were the only voice in it – has been transformed into a discussion which they are only one voice in it. This discussion, profoundly affects the consumer behavior, from pre-sales information acquisition to post-sales experience sharing.

CHAPTER 3

JUSTIFYING AND FORMULATING THE HYPOTHESES

3 Hypotheses

Several important objectives that a firm wants to achieve through marketing are as following:

- **Gaining exposure:** Being familiar and acquainted with a brand affects how customers make their decisions and opt for a product or service (Barnard and Ehrenberg, 1990; Nedungadi, 1990; Holden and Lutz, 1992) and so a better exposure is very appealing to companies and marketing professionals for the brands they manage (Guest, 1942; King, 1970; O’Cass, 1999; Pae, Samiee and Tai, 2002; Shah et al., 2012).

Consumers tend to prefer the products and services which bear the brands that they are familiar with to the ones that they have no knowledge of or less known to them as familiarity with a brand is an indication of verification and reliability for consumers (Woods, 1960; Venkatesan, 1966; Oshikawa, 1969; Rao, 1969; Holden and Vanhuele, 1999).

It is well established by scholars within the marketing literature that being familiar and acquainted with a brand has a major correlation with consumers’ decision (Axelrod, 1968; Morrison, 1979; Kalwani and Silk, 1982; Hoyer and Brown, 1990; Cobb-Walgren, Ruble and Donthu, 1995; Huang and Sarigöllü, 2012). It has not only been shown that there is a correlation between the consumers’ decision and brand familiarity but also consumers tend to opt for products and services that bear a brand they are more aware of than the ones that they are less aware of (Thelen and Woodside, 1997; Macdonald and Sharp, 2000).

- **Trust building:** There are various definitions of trust in the literature of different disciplines but a simple and accurate one in the business and marketing discipline could be summarized as one party's conviction that its requirements are going to be satisfied by what the other party is offering or going to carry out (Anderson and Weitz, 1992; Morgan and Hunt, 1994; Moorman, Deshpandé and Zaltman, 1993).

“A customer's feelings of trust in a company do influence his/her willingness to provide information to the company [...]. In addition, customers with higher levels of trust also perceive that they have a relationship with the organization, rather than just engaging in transactions with that organization.” (Schoenbachler and Gordon, 2002)

As trust is a crucial part of building strong relationships (Dwyer, Schurr and Oh, 1987; Morgan and Hunt, 1994; Karen Tate, 1996; Doney and Cannon, 1997; Garbarino and Johnson, 1999; Kim, Ferrin and Rao, 2008) it is looked at as a strategic element of business in general, and marketing in particular (Parvatiyar and Sheth, 1999; Adamson, Chan and Handford, 2003).

Trust considered being the best marketing contrivance for relationship marketing (Spekman, 1988; Berry, 1996) and building lasting connections which stands the test of time depend majorly on trust (Ganesan, 1994; Ganesan and Hess, 1997; Sirdeshmukh, Singh and Sabol, 2002). Many scholars believe and proved that trust is main ingredient in forming commitment between two parties (Morgan and Hunt, 1994; Andaleeb, 1996; Geyskens, Steenkamp, Scheer and Kumar, 1996; Ganesan and Hess, 1997; Macintosh and Lockshin,

1997; Walter and Ritter, 2003; Hess and Story, 2005; MacMillan, Money, Money and Downing, 2005).

Part of the importance of trust in marketing comes from the fact that to build a robust relationship with clients and have a market share that resist deteriorating as time goes, earning the clients trust is a key factor (Young and Wilkinson, 1989; Urban, Sultan and Qualls, 2000; Yoon, 2002). Also, earning the clients' trust is antecedent to earning clients' loyalty (Singh and Sirdeshmukh, 2000; Ball, Coelho and Machás, 2004; Harris and Goode, 2004; Ribbink, van Riel, Liljander and Streukens, 2004; Aydin and Özer, 2005; Gounaris, 2005; Ibáñez, Hartmann and Calvo, 2006).

- **Gaining insight into the market:** “The creation of superior customer value entails an organization-wide commitment to continuous information gathering” (Han, Kim and Srivastava, 1998). As a firm acts within a certain market, it needs to make plans and therefore needs to make decisions regarding that market. As the firm faces uncertainties of the market and the future of it, the planning and decision making would become activities which innately involve risks. By putting the information as base of the plans and the decisions, the firm would lower the risk of those activities (Chisnall, 1973; Nargundkar, 2003; Kotler and Keller, 2011; Aaker, Kumar, Leone and Day, 2012).

Market information, necessarily, should be included in the process of designing marketing strategy (Douglas and Craig, 1995; Webster, 1995; Jain and Haley, 2009) and also be an integral part and basis of all decisions regarding the marketing mix (Bowman and Gatignon, 2010; Richter, 2012).

Market information is the main element and the base that let the firm to recognize and pinpoint opportunities and threats in the market (Porter, 1980; Katz and Shapiro, 1985; Porter, 2008).

Also, insight into the market is the foundation of creating plans, honing those plans and assessing their effectiveness as they become executed by the firm (Lehmann and Winer, 2008; Jain and Haley, 2009).

Moreover, market information helps the firm to observe and track its own performance and gain a better understanding of the how to improve it (Calantone, Cavusgil and Zhao, 2002; Zou and Cavusgil, 2002; Toften and Ottar Olsen, 2003; Kirca, Jayachandran and Bearden, 2005; Krasnikov and Jayachandran, 2008; Morgan, Vorhies and Mason, 2009).

Market information is what connects the market and its constitutive components – such as clients and potential customers, suppliers, competitors, government agencies and so on – to the firm. Without information the firm is like a lost blind with no white cane and without any sense of environment. Without market information the firm loses its connection with the environment and that makes it practically impossible to plan effectively and to make proper decisions (Chisnall, 1973; Shapiro and Varian, 1998).

Because Social Media are means of communication, if used properly they could strengthen the competitiveness of a firm. Hypotheses that are going to be offered are regarding the three aforementioned marketing objectives and how a firm – with very simple but effective tweaks on its manner of communicating through Social Media – can get better results and hence get an edge over its

competitors who are not doing so. The offered hypotheses are all offered by assuming that the environment and settings of the communication is the Social Media.

To make “social” part of Social Media works and to connect with people, first thing is to actually be social and active (Kaplan and Haenlein, 2010). Putting that in marketing context, it means that a firm should be active in conveying whatever which it is trying to communicate about with its audience. That activity could manifest itself basically in two forms; either the firm repeats the same message for numerous times or each time comes up with new messages around the same subject.

There are marketing studies mostly in the field of branding and advertising that checks the effects of message repetition on the consumers’ mind and behavior. Repetition of an advertisement or commercial considered being an important and decisive element of consumer persuasion in the media (Sawyer, 1981; Borchers, 2012).

Berger and Fitzsimons (2008) shows out that when a consumer sees a product more frequently in shops, he/she would view and evaluates it more favorably and there is a higher chance that under right circumstances he/she ends up buying it. Also, the same study demonstrates that if the consumer have gone through this frequent “encounter” of the product more recently, it is more probable that he/she ends up buying it.

Van Reijmersdal, Neijens and Smit (2007) says when a brand is included in a TV program, as the viewers see more and more episodes, they would associate that brand’s image more and more with the general image of that specific TV program.

Additionally, Leckenby and Hong (1998) studies the effects of repetition of advertisement in combination of the media reach in traditional media context and tries to formulate the effects on the consumers’ behavior.

Another interest of the scholars in marketing field research is to study and examine effects of sending out new messages and variations of an advertisement by the same company on the consumers' mind and consequently their behavior.

Cacioppo and Petty (1985) points out that when consumers are not involved deeply with a product, the producer gets a better result to include new versions of its advertisement as its campaign goes on, instead of repeating the same advertisement over and over again.

Unnava and Burnkrant (1991) experiments on the brand memorability and discovers that when an advertising campaign includes variety of messages, it contributes to improvement of brand memorability in comparison to just executing a repetition of the same advertisement.

Also, Calder and Sternthal (1980) points out that repeating the same commercial on television wears out the attention of the viewers and it is better that advertisers bring variations to their commercials to keep the viewers' attention.

Moreover, it has been suggested when a firm runs a campaign in traditional media; it is better that the campaign be composed of a variety of advertisements to have a better effect on the targeted consumers (Zielske, 1959; Zielske and Henry, 1980).

As touched upon above, many studies have been conducted on the effects of advertisement variation versus advertisement repetition, and it is generally accepted that bringing variation to advertisement has a better effect than repetition on the viewers in different areas – such as brand recognition, brand memorability and reducing the advertisement wear out effect (Zielske, 1959; Calder and Sternthal, 1980; Zielske and Henry, 1980; Cacioppo and Petty, 1985; Burnkrant and Unnava, 1987; Schumann, Petty and Clemons, 1990;

Unnava and Burnkrant, 1991; Haugtvedt, Schumann, Schneier and Warren, 1994).

On Social Media, a firm can send any message it wants, it could be a series of advertisement, environmental messages or anything else, and it essentially does not need to be part of a campaign; but anyways, the objective is normally a marketing one.

The first hypothesis on a firm's activity in Social Media is laid out based on those studies mentioned earlier and the fact that different Social Media channels offer distinctive characteristics and different features; and to use them in the most advantageous fashion, a message should be optimized for each one of them to maximize its effect on the viewers.

Hypothesis 1: *Being active is better than being passive. Also, having different but aligned messages is better than being repetitive;*

Hypothesis 1.1: *Being active and even by sending repetitive content is exposure-wise better than being passive.*

Hypothesis 1.2: *Being active and coming up frequently with fresh content is exposure-wise better than sending over and over the same thing.*

Hypothesis 1.3: *It is exposure-wise better to send aligned but different messages in different Social Media channels than one unique message in all of them.*

There have been many different studies on the subject of audience engagement. A special branch of studies – which could be beneficial and applicable to the field of Social Media and how to capture attention of the audience and engage

them – is how presenters can bring in the audience, capture their attention and engage them.

Also, there are studies which try to examine and find innovative ways for teachers – to use in their classrooms – to help them gain the focus and attention of the students in their classes. Another set of studies which could be helpful in the same regard, are the studies which enquire into the different writing styles and how a writer can hold onto the readers' attention and capture them with his/her work.

One of the common elements for engaging audience which has been found by those studies is asking questions from audience – no matter if the answer is important to you or not – just the sheer act of questioning could help gaining the attention of the audience and engaging them.

Snell (1999) points out that when a presenter asks questions from the audience, it causes greater engagement and captures the attention of them. Papp and Miller (1996) shows that if a lecturer asks questions from the audience; the topic would appear more stimulating to them.

Hyland (2001, 2005) study the manner of writing in academic literature to find out what kind of style and sentencing engages the readers more and grabs their attention. One of the findings is that when the writer put sentences in question form, that style gains the attention of the readers.

As Social Media brings the possibility of two-ways communication and makes it possible for the companies – which are using Social Media as a marketing platform – to ask question from their audience or ask them to participate in a poll or quiz, the following hypothesis is offered:

Hypothesis 2: *Instead of sending a message just in non-interrogative (declarative/imperative/exclamatory) fashion, it is better to end the message*

in an interrogative fashion by adding a question/poll and teasing the audience to engage;

Hypothesis 2.1: *Instead of sending a message just in non-interrogative (declarative/imperative/exclamatory) fashion, it is exposure-wise better to end the message in an interrogative fashion by adding a question/poll and teasing the audience to engage.*

Hypothesis 2.2: *Instead of sending a message just in non-interrogative (declarative/imperative/exclamatory) fashion, it is better to end the message in an interrogative fashion by adding a question/poll and teasing the audience to engage; as it gains more insight into the audience.*

Scholars have studied extensively on the possible effects of different information/mood conveying media – which are video, image, audio and text in single medium form or in combination with each other – on consumers mind and behavior.

A considerable number of multi-disciplinary studies' focus is on classical conditioning. These studies are a combination between scientific discipline of psychology and marketing.

For example, there are studies that shows playing music in shops helps to increase the shoppers' duration of stay and/or affects positively the volume of his/her purchase (Alpert and Alpert, 1990; Yalch and Spangenberg, 1990, 2000). Dubé, Chebat and Morin (1995) points out playing music in shops helps to increase desire of the shoppers to interact with the sellers. Also, Hul, Dube and Chebat (1997) demonstrate that while customers wait on the phone to be served by an operator, playing music would help them to tolerate longer waiting times.

Another section of the literature sheds light on different media used in advertising through different channels and their impact on consumer.

For instance, the effect of auditory stimulants, especially music (Gorn, 1982; Pitt and Abratt, 1988; Kellaris and Cox, 1989), impact of visual stimulants in form of images (Rossiter and Percy, 1978; Rossiter, 1982; Oliver, Robertson and Mitchell, 1993; Scott, 1994), usage of video in TV commercials (Aaker and Norris, 1982), effects of advertisements composed of a mixture of verbal and visual messages on the viewers (Hirschman, 1986) and many more.

There are studies that compare the difference between the impacts of different information media conveyers and media stimulants on the audience, for example Smith (1991) compares the different effects that visual information in advertisement put on audience and their audio counterparts.

As different media put different effects on the receiver and stimulates different parts of their brains and/or fortify and amplify each other's effects, use of a mixture of them to convey a message could put a more desirable effect on the audience.

For example, Webster and Ho (1997) shows that if a presenter uses a mixture of media in his/her presentation, it would help engage the audience more effectively. The third hypothesis is in regard of this combinatory effect of media on targeted Social Media audience of the firm.

Hypothesis 3: Sending a message composed of a more heterogeneous combination of media (image + text / audio + text / video + text / image + audio / video + audio / video + audio + text / ...) is exposure-wise better than composing the message using less heterogeneous combination of them.

Word of mouth has been studied extensively from different angles for a very long time in the marketing context and how it influences the consumers and what it can do for companies. Word of mouth generally can be defined as communication originating from one potential, actual or former consumer and targeted toward other potential, actual or former consumers about an aspect of a product or service or the circumstances surrounding or related to that product or service (Westbrook, 1987).

Word of mouth is considered to be one of the most influential factors affecting consumers purchase decision making process of products (Bone, 1995; East, Hammond, Lomax and Robinson, 2005; Sweeney, Soutar and Mazzarol, 2008; Lee and Youn, 2009), services (Glynn Mangold, Miller and Brockway, 1999; Bansal and Voyer, 2000; Wangenheim and Bayón, 2004) and how they assess and judge brands (Grace and O’cass, 2005; East, Hammond and Lomax, 2008; Bambauer-Sachse and Mangold, 2011).

“Consumer purchase decisions are highly affected by the opinions and decisions of one’s peers, with peer to peer communication acting as a highly valid and reliable source of product information. [...] word of mouth information sharing is a crucial component of the marketing process, as consumers tend to greatly rely on the advice of others when making purchase decisions [...]. Moreover, word of mouth has been shown to be even more effective in influencing purchase decisions than traditional advertising channels [...] and retaining customers over time.” (Castronovo and Huang, 2012)

Furthermore, there has been a new branch of studies in advertisement which has focused on “Consumer-Generated Advertising”. Consumer-generated advertising is a term that is applied for the advertisement made by clients and potential customers which could be sponsored by the beneficiary company or not.

Research has shown that consumer-generated advertisement is more engaging than professional advertisement and also it gains consumers trust to a greater extent. Additionally, consumers relate to consumer-generated advertisement better and identify with the creators of them (Lawrence, Fournier and Brunel, 2013).

So, it is recommended that companies use consumer-generated advertising and incorporate it in their advertising portfolio as an important element which could help them in achieving their long-term marketing objectives (Muñiz Jr. and Schau, 2011).

The fourth hypothesis is offered by considering that word of mouth is looked at as the second most major influential source which consumers refer to when they need information regarding a product or a service (Kamins, Folkes and Perner, 1997) and the contents which Social Media users make about a company, a product or a service are types of electronic word of mouth.

The fourth hypothesis not only draws on the researches which has been done on consumer-generated advertisement, but as well take into account that amateur type of content resembles the humbleness and unprofessionalism of the consumers which is appealing to the Social Media users who see themselves as peers to the consumers and can relate to them (Kaplan and Haenlein, 2010).

Hypothesis 4: *A message that is made from users' content contribution on a subject is better than the subject's owner made content. Also, the messages which are composed out of user-level content are better than messages which are composed out of professional-level content;*

Hypothesis 4.1: *A message that is made from users' content contribution on a subject is exposure-wise better than the subject's owner made content.*

Hypothesis 4.2: *A message that is made from users' content contribution on a subject is trust-wise better than the subject's owner made content.*

Hypothesis 4.3: *The messages which are composed out of user-level content are exposure-wise better than messages which are composed out of professional-level content.*

Hypothesis 4.4: *The messages which are composed out of user-level content are trust-wise better than messages which are composed out of professional-level content.*

There is a big emphasize on relating to and connecting with clients and potential customers in marketing and business literature and studies. There is a whole branch of in marketing studies which is called customer relationship management that is dedicated to study the benefits of the relationship between a business entity and its clients and potential customer, and how to create, sustain, maintain and benefit from those relationships.

There is general consensus among marketing scholars that being responsive and attentive to clients and potential customers is beneficial for business entities. In the common models and practices of customer relationship management, the relationship between a company and its clients and potential customer is handled either face-to-face or through correspondence, phone, hotline, email, electronic customer relationship management systems and so on. The studies have shown if the relationship handled properly and with care, it would be beneficial to the company in various ways.

For example, Baron, Harris and Davies (1996) finds out that in a retail setting the conversation between sellers and a customer influences the decisions of the other customers who hear and witness the conversation.

Julian and Ramaseshan (1994) examines the relationship between customers and a company in a service industry (retail banking) and finds out that the quality of relationship between sales personnel and customers directly effects the service purchasing decisions of the customers.

Thompson (1998) shows one of the main desires of the customers is to have a pleasant conversation with the firm's representatives. Also, in the settings and milieu of electronic customer relationship management systems that are common these days, which naturally lack the present face-to-face communication, it has been shown that still customer relationship has vital influence on the firm's clients and potential customers trust and satisfaction (Salmen and Muir, 2003; Scullin, Fjermestad and Romano Jr, 2004; Shoniregun, Omoegun, Brown-West and Logvynovskiy, 2004; Khaligh, Miremadi and Aminilari, 2012).

In the Social Media settings, consumers could comment about a firm, its products and services and other aspects of it, and no matter negative or positive, usually they are visible to the public and in many cases such as Amazon or eBay they are forcefully visible and could not be deleted or moderated by the firm at all. Based on customer relationship studies and as Goldhaber (1997) elegantly shows that attention is the currency of Social Media; the fifth hypothesis is laid out as following:

Hypothesis 5: *Responding to comments is better than just making a one way conversation;*

Hypothesis 5.1: *Responding to positive comments is exposure-wise better than one way conversation.*

Hypothesis 5.2: *Responding to positive comments is trust-wise better than one way conversation.*

Hypothesis 5.3: *Responding to both positive and negative comments is exposure-wise better than just responding to positive comments.*

Hypothesis 5.4: *Responding to both positive and negative comments is trust-wise better than just responding to positive comments.*

As mentioned earlier there have been numerous studies done by scholars on the subject of audience engagement and how presenters and writers by asking questions would be able to attract their audience attention (Papp and Miller, 1996; Snell, 1999; Hyland, 2001, 2005). Those studies show that a simple act of asking from audience increases the attention level of them to the subject at hand.

There also are studies that focus on the effects and usefulness of “Audience Response Systems” to engage audience in presentations and classrooms and capture their attention.

Audience response systems let the audience of a class or presentation, answer to multiple choice questions by using a device such as a remote control or by using a computer or mobile application. After that, the whole class can see the results – in real-time – on the projected screen. In this way, audience response systems add a dynamic aspect to the class or presentation (Kay and LeSage, 2009b).

It is demonstrated by considerable number of studies that the usage of audience response systems in classrooms and presentations causes an increase in audience attention (Burnstein and Lederman, 2001; Caldwell, 2007; Graham, Tripp, Seawright and Joeckel, 2007; Moredich and Moore, 2007; Stowell and Nelson, 2007; Collins, 2008; Kay and Knaack, 2009; Kay and LeSage, 2009a; Rush et al., 2010; Tremblay, 2010; Efstathiou and Bailey, 2012) and also positively impacts their interest into the subject at hand (Carnaghan and Webb,

2007; Moredich and Moore, 2007; Preszler, Dawe, Shuster and Shuster, 2007; Simpson and Oliver, 2007; Cain and Robinson, 2008; Collins, 2008; Dangel and Wang, 2008). In general, when it is asked from audience to give their feedback and participate in the process, audience response systems spikes their attention and interest (Snell, 1999).

Those studies show that if audience is actively engaged; it would increase their attention and also their level of interest.

Kumar et al. (2010) brings on the subject of the consumers feedback value and shows that in the current business environment, it is a grave error to ignore it. Davenport and Beck (2000) says that it is people's desire to be engaged and they like to feel important in the process of creativity. It goes on to say that if a firm gives the chance to its clients and potential customers to be part of the creative process and let them co-create with the firm, it would capture their attention. Prahalad and Ramaswamy (2004) declares that consumers not only willing to but they actually want to be part of the creative process and interact with companies and help them in value creation.

The final hypothesis are formulated based on the above studies and the fact that today's Social Media give companies the best possible tools and opportunity to engage their clients and potential customers in value creation and also get their feedback so they can improve (Verhoef, Reinartz and Krafft, 2010).

Hypothesis 6: *It is better to involve the audience in the creative process. Also, the audience are more willing to disclose their private information if they are being involved in the creative process;*

Hypothesis 6.1: *It is exposure-wise better to involve the audience in advertising concept development.*

Hypothesis 6.2: *It is exposure-wise better to involve the audience in new product/service development.*

Hypothesis 6.3: *It is exposure-wise better to involve the audience in existing product/service improvement process.*

Hypothesis 6.4: *Audience are more willing to disclose their private information if they are being involved in advertising concept development.*

Hypothesis 6.5: *Audience are more willing to disclose their private information if they are being involved in new product/service development.*

Hypothesis 6.6: *Audience are more willing to disclose their private information if they are being involved in existing product/service improvement process.*

CHAPTER 4

SETUP AND METHODOLOGY OF THE RESEARCH

4 Empirical Settings and Methodology

In the previous section, it is expressed that this research tries to objectively test several hypotheses which are concluded from available scientific literature in different disciplines. As Cooper and Schindler (2013) mentions, the nature of what needs to be tested shows the nature of the research that must be conducted. Since quantitative research is best suited for putting objective theories into trial (Creswell, 2013), a quantitative research is designed and used to test the offered hypotheses.

To conduct the research, quantified data was required; thus, an elaborative and detailed questionnaire is designed to measure several variables and then through statistical methods of hypothesis testing, validity of the proposed hypotheses are evaluated and conclusions are drawn based on the results.

4.1 Statistical Method

As a general theme running through in all the offered hypotheses, it is being suggested that – among Social Media users – one scenario is more preferable or more effective or more desirable than another one. In mathematical terms, it translates into that a bigger proportion of the population leans toward one of the scenarios in each of the suggested hypotheses.

In the above case and in statistical terms, each hypothesis should be put to trial by a “*binomial proportion test of a single population*” (Waller, 2010; Anderson, Sweeney and Williams, 2011; Sharma, 2012). So, the variables are defined as population proportions and consequently the questionnaire is designed in a way to measure those proportions.

4.2 Variables

To check the hypotheses by using statistical methods, proper variables should be defined and measured (Cooper and Schindler, 2013; Creswell, 2013). To do a “binomial proportion test of a single population”, variables which could be tested by conforming to a binomial distribution must be used. It means that it should be possible to summarize them as proportions or percentages (Waller, 2010; Anderson, Sweeney and Williams, 2011; Sharma, 2012). Based on that, dichotomous variables are defined to measure Social Media users’ preferences in different scenarios.

Also, to have a better understanding of how different demographics respond to different situations on Social Media, extra variables for categorizing the responses are defined. By defining variable which can compartmentalize our sample into different geographical regions, gender and age groups, it enables us to have a better understanding of how separate compartments of population respond to varying circumstances on Social Media.

Three variables – SEX, AGE and REGION variables – are defined for compartmentalizing the population. REGION variable is defined as a nominal variable and is based on the geographical areas important to this study (those areas are discussed later in details).

AGE variable is defined as an ordinal variable and its possible values are based on the classic mass media research age groups (Wimmer and Dominick, 2013). Those age groups are 2 – 11 years old (which considered as children), 12 – 17 years old (which considered as teens) and 18 – 24, 25 – 34, 35 – 44, 45 – 54, 55 – 64 and 65+ years old (which considered as adults). The 2 – 11 years old age group is excluded from the possible values which this variable could hold since almost in all major Social Media (and even in other Internet websites) it is under the age that people could open an account and become a registered user.

The following table shows the details of variables which are used for testing the offered hypotheses.

Variable Name	SEX		
<i>Definition</i>	The Social Media user's gender		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	User's Profile	<i>Source</i>	Questionnaire
<i>Values</i>	a: Male b: Female		
Variable Name	AGE		
<i>Definition</i>	The Social Media user's age group which is measured at ordinal level		
<i>Type</i>	Independent	<i>Data Type</i>	Ordinal
<i>Study Aspect</i>	User's Profile	<i>Source</i>	Questionnaire
<i>Values</i>	a: 12 – 17 b: 18 – 24 c: 25 – 34 d: 35 – 44 e: 45 – 54 f: 55 – 64 g: 65+		

Table 4-1: Variables' Details

Variable Name	REGION		
<i>Definition</i>	The Social Media user's region that he/she lives in (Please refer to Appendix 8.1.2 for a complete list of countries in each region)		
<i>Type</i>	Independent	<i>Data Type</i>	Nominal
<i>Study Aspect</i>	User's Profile	<i>Source</i>	Questionnaire
<i>Values</i>	a: Spain b: Other European Countries (Other than Spain) c: China d: Other East Asian Countries (Other than China) e: Other Asian Countries (Other than East Asia) f: Canada/USA g: Other American Countries (Other than Canada/USA) h: Australia/New Zealand i: Other Oceanian Countries (Other than Australia/New Zealand) j: Africa		
Variable Name	MSG_REPT_ATT		
<i>Definition</i>	Shows if a message which has been sent once or a message which has been sent repeatedly grabs the Social Media user's attention more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: A message which has been sent once grabs the user's attention more b: A message which has been sent repeatedly grabs the user's attention more		

Table 4-1: Variables' Details (cont.)

Variable Name	MSG_REPT_SHR		
<i>Definition</i>	Shows if it is more probable that the Social Media user shares a message which has been sent once or a message which has been sent repeatedly		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: It is more probable that the user shares a message which has been sent once b: It is more probable that the user shares a message which has been sent repeatedly		
Variable Name	DIFF_MSG_ATT		
<i>Definition</i>	Shows if a message which has been sent repeatedly or different messages with the same central theme grabs the Social Media user's attention more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: A message which has been sent repeatedly grabs the user's attention more b: Different messages with the same central theme grabs the user's attention more		

Table 4-1: Variables' Details (cont.)

Variable Name	DIFF_MSG_SHR		
<i>Definition</i>	Shows if it is more probable that the Social Media user shares a message which has been sent repeatedly or different messages with the same central theme		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: It is more probable that the user shares a message which has been sent repeatedly b: It is more probable that the user shares the different messages with the same central theme		
Variable Name	QST_ATT		
<i>Definition</i>	Shows if a non-interrogative message or an interrogative message grabs the Social Media user's attention more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: A non-interrogative message grabs the user's attention more b: An interrogative message grabs the user's attention more		

Table 4-1: Variables' Details (cont.)

Variable Name	QST_SHR		
Definition	Shows if it is more probable that the Social Media user shares a non-interrogative message or an interrogative message		
Type	Independent	Data Type	Dichotomous
Study Aspect	Exposure	Source	Questionnaire
Values	a: It is more probable that the user shares a non-interrogative message b: It is more probable that the user shares an interrogative message		
Variable Name	QST_INF		
Definition	Shows if it is more probable that the Social Media user respond /comment to/on a non-interrogative message or an interrogative message		
Type	Independent	Data Type	Dichotomous
Study Aspect	Insight	Source	Questionnaire
Values	a: It is more probable that the user respond /comment to/on a non-interrogative message b: It is more probable that the user respond /comment to/on an interrogative message		

Table 4-1: Variables' Details (cont.)

Variable Name	MEDIA_ATT		
Definition	Shows if a message with or without a new additional related medium grabs the Social Media user's attention more		
Type	Independent	Data Type	Dichotomous
Study Aspect	Exposure	Source	Questionnaire
Values	a: A message without a new additional related medium grabs the user's attention more b: A message with a new additional related medium grabs the user's attention more		
Variable Name	MEDIA_SHR		
Definition	Shows if it is more probable that the Social Media user shares a message with or without a new additional related medium		
Type	Independent	Data Type	Dichotomous
Study Aspect	Exposure	Source	Questionnaire
Values	a: It is more probable that the user shares a message without a new additional related medium b: It is more probable that the user shares a message with a new additional related medium		

Table 4-1: Variables' Details (cont.)

Variable Name	USR_CONT_ATT		
<i>Definition</i>	Shows if a message which has been solely composed of the sender's content or a message which has been incorporating other users generated content grabs the Social Media user's attention more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: A message which has been solely composed of the sender's content grabs the user's attention more b: A message which has been incorporating other users generated content grabs the user's attention more		
Variable Name	USR_CONT_SHR		
<i>Definition</i>	Shows if it is more probable that the Social Media user shares a message which has been solely composed of the sender's content or a message which has been incorporating other users generated content		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: It is more probable that the user shares a message which has been solely composed of the sender's content b: It is more probable that the user shares a message which has been incorporating other users generated content		

Table 4-1: Variables' Details (cont.)

Variable Name	USR_CONT_TRST		
<i>Definition</i>	Shows if a message which has been solely composed of the sender's content or a message which has been incorporating other users generated content earns the Social Media user's trust more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Trust	<i>Source</i>	Questionnaire
<i>Values</i>	a: A message which has been solely composed of the sender's content earns the user's trust more b: A message which has been incorporating other users generated content earns the user's trust more		
Variable Name	CMNT_PSTV_ATT		
<i>Definition</i>	Shows if a message with not-responded comments or a message which its positives comments has been responded by the sender grabs the Social Media user's attention more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: A message with not-responded comments grabs the user's attention more b: A message which its positives comments has been responded by the sender grabs the user's attention more		

Table 4-1: Variables' Details (cont.)

Variable Name	CMNT_PSTV_SHR		
<i>Definition</i>	Shows if it is more probable that the Social Media user shares a message with not-responded comments or a message which its positives comments has been responded by the sender		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: It is more probable that the user shares a message with not-responded comments b: It is more probable that the user shares a message which its positives comments has been responded by the sender		
Variable Name	CMNT_PSTV_TRST		
<i>Definition</i>	Shows if a message with not-responded comments or a message which its positives comments has been responded by the sender earns the Social Media user's trust more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Trust	<i>Source</i>	Questionnaire
<i>Values</i>	a: A message with not-responded comments earns the user's trust more b: A message which its positives comments has been responded by the sender earns the user's trust more		

Table 4-1: Variables' Details (cont.)

Variable Name	CMNT_NEG_ATT		
<i>Definition</i>	Shows if a message which its positives comments has been responded by the sender or a message which its positives and negative comments has been responded by the sender grabs the Social Media user's attention more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	<p>a: A message which its positives comments has been responded by the sender grabs the user's attention more</p> <p>b: A message which its positives and negative comments has been responded by the sender grabs the user's attention more</p>		
Variable Name	CMNT_NEG_SHR		
<i>Definition</i>	Shows if it is more probable that the Social Media user shares a message which its positives comments has been responded by the sender or a message which its positives and negative comments has been responded by the sender		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	<p>a: It is more probable that the user shares a message which its positives comments has been responded by the sender</p> <p>b: It is more probable that the user shares a message which its positives and negative comments has been responded by the sender</p>		

Table 4-1: Variables' Details (cont.)

Variable Name	CMNT_NEG_TRST		
<i>Definition</i>	Shows if a message which its positives comments has been responded by the sender or a message which its positives and negative comments has been responded by the sender earns the Social Media user's trust more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Trust	<i>Source</i>	Questionnaire
<i>Values</i>	a: A message which its positives comments has been responded by the sender earns the user's trust more b: A message which its positives and negative comments has been responded by the sender earns the user's trust more		
Variable Name	PRO_CONT_ATT		
<i>Definition</i>	Shows if a message which has been composed of professional-level produced content or a message which has been composed of user-level produced content grabs the Social Media user's attention more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: A message which has been composed of professional-level produced content grabs the user's attention more b: A message which has been composed of user-level produced content grabs the user's attention more		

Table 4-1: Variables' Details (cont.)

Variable Name	PRO_CONT_SHR		
<i>Definition</i>	Shows if it is more probable that the Social Media user shares a message which has been composed of professional-level produced content or a message which has been composed of user-level produced content		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: It is more probable that the user shares a message which has been composed of professional-level produced content b: It is more probable that the user shares a message which has been composed of user-level produced content		
Variable Name	PRO_CONT_TRST		
<i>Definition</i>	Shows if a message which has been composed of professional-level produced content or a message which has been composed of user-level produced content earns the Social Media user's trust more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Trust	<i>Source</i>	Questionnaire
<u><i>Values</i></u>	a: A message which has been composed of professional-level produced content earns the user's trust more b: A message which has been composed of user-level produced content earns the user's trust more		

Table 4-1: Variables' Details (cont.)

Variable Name	DIF_CHNL_ATT		
<i>Definition</i>	Shows if sending the same message on different Social Media channels or sending different but related messages on different Social Media channels grabs the Social Media user's attention more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: Sending the same message on different Social Media channels grabs the user's attention more b: Sending different but related messages on different Social Media channels grabs the user's attention more		
Variable Name	DIF_CHNL_SHR		
<i>Definition</i>	Shows if it is more probable that the Social Media user shares the same message which has been sent on different Social Media channels or different but related messages which has been sent on different Social Media channels		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: It is more probable that the user shares the same message which has been sent on different Social Media channels b: It is more probable that the user shares different but related messages which has been sent on different Social Media channels		

Table 4-1: Variables' Details (cont.)

Variable Name	AD_ATT		
<i>Definition</i>	Shows if a new ad announcement message or a message asking users to participate in a new ad development by suggesting ideas grabs the Social Media user's attention more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: A new ad announcement message grabs the user's attention more b: A message asking users to participate in a new ad development by suggesting ideas grabs the user's attention more		
Variable Name	AD_SHR		
<i>Definition</i>	Shows if it is more probable that the Social Media user shares a new ad announcement message or a message asking users to participate in a new ad development by suggesting ideas		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: It is more probable that the user shares a new ad announcement message b: It is more probable that the user shares a message asking users to participate in a new ad development by suggesting ideas		

Table 4-1: Variables' Details (cont.)

Variable Name	AD_INF		
<i>Definition</i>	Shows if it is more probable that the Social Media user share some personal information in response to a new ad announcement message or in response to a message asking users to participate in a new ad development by suggesting ideas		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Insight	<i>Source</i>	Questionnaire
<i>Values</i>	a: It is more probable that the user share some personal information in response to a new ad announcement message b: It is more probable that the user share some personal information in response to a message asking users to participate in a new ad development by suggesting ideas		
Variable Name	NEW_PROD_ATT		
<i>Definition</i>	Shows if a new product/service announcement message or a message asking users to participate in a new product/service development by suggesting ideas grabs the Social Media user's attention more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: A new product/service announcement message grabs the user's attention more b: A message asking users to participate in a new product/service development by suggesting ideas grabs the user's attention more		

Table 4-1: Variables' Details (cont.)

Variable Name	NEW_PROD_SHR		
<i>Definition</i>	Shows if it is more probable that the Social Media user shares a new product/service announcement message or a message asking users to participate in a new product/service development by suggesting ideas		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: It is more probable that the user shares a new product/service announcement message b: It is more probable that the user shares a message asking users to participate in a new product/service development by suggesting ideas		
Variable Name	NEW_PROD_INF		
<i>Definition</i>	Shows if it is more probable that the Social Media user share some personal information in response to a new product/service announcement message or in response to a message asking users to participate in a new product/service development by suggesting ideas		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Insight	<i>Source</i>	Questionnaire
<i>Values</i>	a: It is more probable that the user share some personal information in response to a new product/service announcement message b: It is more probable that the user share some personal information in response to a message asking users to participate in a new product/service development by suggesting ideas		

Table 4-1: Variables' Details (cont.)

Variable Name	EXST_PROD_ATT		
<i>Definition</i>	Shows if an existing product/service improvement announcement message or a message asking users to participate in an existing product/service improvement by suggesting ideas grabs the Social Media user's attention more		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: An existing product/service improvement announcement message grabs the user's attention more b: A message asking users to participate in an existing product/service improvement by suggesting ideas grabs the user's attention more		
Variable Name	EXST_PROD_SHR		
<i>Definition</i>	Shows if it is more probable that the Social Media user shares an existing product/service improvement announcement message or a message asking users to participate in an existing product/service improvement by suggesting ideas		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Exposure	<i>Source</i>	Questionnaire
<i>Values</i>	a: It is more probable that the user shares an existing product/service improvement announcement message b: It is more probable that the user shares a message asking users to participate in an existing product/service improvement by suggesting ideas		

Table 4-1: Variables' Details (cont.)

Variable Name	EXST_PROD_INF		
<i>Definition</i>	Shows if it is more probable that the Social Media user share some personal information in response to an existing product/service improvement announcement message or in response to a message asking users to participate in an existing product/service improvement by suggesting ideas		
<i>Type</i>	Independent	<i>Data Type</i>	Dichotomous
<i>Study Aspect</i>	Insight	<i>Source</i>	Questionnaire
<i>Values</i>	<p>a: It is more probable that the user share some personal information in response to an existing product/service improvement announcement message</p> <p>b: It is more probable that the user share some personal information in response to a message asking users to participate in an existing product/service improvement by suggesting ideas</p>		

Table 4-1: Variables' Details (cont.)

Source: Own Elaboration

4.3 Questionnaire

4.3.1 Questionnaire Design

To measure the aforementioned variables, a comprehensive questionnaire is designed so the participants could fill it. The questionnaire consists of three main sections; first section is a general introduction, after that a list of definitions is given and finally the questions are asked.

- The general introduction section gives the participants information on who is conducting the research, what is the research's purpose, how many questions are in the questionnaire and how the collected information would be regarded and used.
- The definitions section gives a list of definition of the common key terms to the participants to make sure that they have a clear and proper understanding of those terms which are essential to responding properly to the questions in the section that follows.
- Finally, in the questions' section, 35 questions are asked from the participants. The first three questions are designed to collect demographic information from the participants and they are followed by 32 questions to find out how the participants behave facing different scenarios in Social Media.

The questionnaire is translated into three languages – English, Spanish and Chinese (Mandarin which is the official language of Mainland China) – so the participants in the regions of accessible population would be able to easily understand and participate in it, as those languages are commonly spoken in those regions and also are the three most common languages used in the world (Ethnologue, 2016).

The Chinese translation is done by a well-educated Chinese marketing professional (who holds a master degree in Marketing Management and also is a Chartered Marketer) to make sure that all the concepts and questions render properly into Chinese language. Also, the given examples in the questionnaire should have been changed for Chinese participants because many major Social Media sites are filtered in Mainland China and they have their own local alternatives. For example, instead of YouTube, Chinese people use YouKu, or instead of Twitter.com, Chinese people use Sina Weibo and so on (Please refer

to Appendix 8.3 to see the three versions of the questionnaire in English, Spanish and Chinese).

As the purpose of the questions is to find out how the population under research would respond to different scenarios, or in other words, between two scenarios which one would be chosen by them; a point that considered – while designing the questionnaire – was to consider a neutral option for each questions or not. In other words, should the participants be allowed to opt for a third option such as one that indicates he/she does not have any preference between the two offered scenarios?

There is not a clear method for finding an answer to that researchers' dilemma, and different scholars based on different situations opt for different solutions. In such cases, researchers consider two things: first, the possibility that somebody equally likes or dislikes all the options (or actually does not have any preference). Second, if they want to force the subject to think and focus and decide which option is more to his/her liking or disliking (or actually toward which option leans) (Nowlis, Kahn and Dhar, 2002).

By considering those – in this questionnaire – no neutral option is offered to the participants as the chances of not leaning toward any of the offered scenarios is almost zero and it is better that the participants take their time, contemplate and decide which one is their preferred option.

4.3.2 Questionnaire's Website

The questionnaire was put on a website¹³ which designed especially for the purpose of handling data collection of this research. By entering the website, users face an entrance page which gives them options to choose their desired language and also different options to share the questionnaire with their friends on different Social Media platforms including Facebook, Twitter, Google+,

¹³ <http://SureTick.com>

LinkedIn, Hi Baidu, Sina Weibo, RenRen and QZone. The last four are some of the most popular Social Media platforms in Mainland China (Simcott, 2014), and has been put there especially for the Chinese participants and participants who reside in Mainland China which are an important part of this research's study population. In Appendix 8.4.1 you can see copies of the websites' entrance page in three different languages (English, Spanish and Chinese), also to check the general anatomy of the entrance page please refer to Appendix 8.4.1.1.

After a user chose its language of preference, and by clicking on the start button, first he/she would be directed to the introduction and definitions page and after reading those he/she could navigate to the questions' pages (Please refer to Appendix 8.4.2 to see the introduction and definitions page and also its anatomy).

The 35 questions in the questionnaire have been spread in smaller batches of questions and spread across 11 pages, to keep each questions' page small (at most 4 questions per page). This helps to not overwhelm the participants, to help them to focus and also this increases the response rate (Dillman, Sinclair and Clark, 1993; Bradburn, Sudman and Wansink, 2004; Dillman, 2011; Groves et al., 2011).

On the questions' pages, each question and its options are placed in its own box to make it easier for users to easily and visually distinguish each question (Please refer to Appendix 8.4.3 to see an example of a questions' page and also its anatomy).

As answering to all the questions is mandatory, when the participant fills out a questions' page and wants to navigate to the next or previous page, the system automatically checks if he/she has answered all the questions and if not, an error would pops up and asks him/her to answer all the questions before navigating to the next page, and also, with a red color marks the questions which have been neglected so the participant could easily recognize them and

fills them out (Please refer to Appendix 8.4.4 to see an example of a questions' error page and also its anatomy).

To make it more convenient for the participants – on top of every page of the questionnaire – a language selector has been placed so they can change the language at any time with ease and without interrupting the flow of answering to the questionnaire.

Also, a button has been put – on top of every page of the questionnaire – which by clicking it, a list of definitions would pop out, in case the participants have forgotten anything and need to refresh their memory.

Moreover, to facilitate navigating, each question's page has buttons for moving forward and backward, to make it easy for the participants to review their answers and if they want to change them. Also, there is a progress bar on each questions' page which shows to the participants how much they have advanced in answering the questions.

Besides all those, on each questions' page, there are two extra buttons. One of those buttons let the participant to clear all his/her answers and to start from the scratch or leaving the questionnaire. The other one helps the participant to save its answers till now and come back at another time and continue from where he/she left.

Clicking on the save button, takes the participant to a special page which asks him/her to fill out a simple form with his/her name and desired password, so later he/she can use them to retrieve his/her answers and continue from there (Please refer to Appendix 8.4.5 to see an example of saving unfinished questionnaire's page).

4.4 Population and Data Collection

4.4.1 Theoretical and Accessible Population

Theoretical population for this research consists of all Social Media users around the world. Due to limitation of resources available for conducting the research – such as lack of proper knowledge of Social Media usage in some areas of the world, language barrier and not having access to people who possess such knowledge and could help in the sampling process – conducting a proper random sampling on the theoretical population was impossible in practice.

As a result of resource limitation, an accessible population is considered to be subject of the study. The accessible population includes the entire world except Africa, Asia minus China and Oceania.

Furthermore the accessible population divided into several distinctive regions based on two factors; first, the sampling resources at hand, and second cultural proximity of each regions population. The purpose behind this further division is three folds:

- First, to avoid one of the major disadvantages caused by “Cluster Sampling” which is under-representing or over-representing some of the clusters and inadvertently skewing the final result (Hair, Wolfinbarger, Bush and Ortinau, 2007; Narayanan, 2015).

In the case of this research, since there was different sampling resources available in different geographical regions, the number of samples taken from each region would be different. In this situation, if all the results were put in one pot and the tests were run over them, some regions would carry a heavier weight and this would influence the final results. Therefore, by separating regions and running tests on each region’s samples separately, this pitfall is avoided.

- Secondly, as cultural aspects of some regions' population are heterogeneous to others, it is preferred to not mix these populations together and carry out separate tests for each region to avoid and prevent any unwanted influence of cultural differences on the final outcome.
- Finally and especially in case of China, the common Social Media used by population is totally different from the other regions, hence keeping it separate from other samples is a wise choice in case that difference has any unwanted influence on the results.

The final geographical regions to draw samples from – by considering above points – are as following:

- Spain
- Other European Countries (Other than Spain)
- China
- Canada/USA
- Other American Countries (Other than Canada/USA)

It should be mentioned here that as one of the major distribution manners of the questionnaire has been through Social Media channels, and the path it would travel and who would see and fill it would not be controlled, so other regions has been predicted and placed into the questionnaire and REGION variable is defined in a way to be capable of accommodating any possible region that the participants may come from (Except Antarctica which does not have any permanent resident).

In the regions, Spain is separated from rest of the Europe as I reside in Spain, and because of that, resources and connections for sampling here in Spain is

considerably bigger than resources and connections across other geographical regions; and by that logic, Spain has been considered a separate geographical region.

4.4.2 Sampling Plans

To do a proper random sampling from the accessible population in different geographical regions, four strategies are considered:

- **First**, doing the sampling by distributing the questionnaire between users through Social Media in the manner that word of mouth spreads.

The efficiency of this method comes from the fact that average degree of separation in major Social Media sites are less than 4 (Bakhshandeh, Samadi, Azimifar and Schaeffer, 2011; Backstrom, Boldi, Rosa, Ugander, et al., 2012).

Degree of separation is the number of intermediaries that a certain source user should go through to reach his/her target user. For example, if user X wants to reach user Y and has to go through user W and user Z then, user X is separated from user Y by 2 degree of separation. An average degree of separation less than 4 means that a certain user could potentially reach any other user in a Social Media platform by going through an average of less than 4 intermediary users.

To put degree of separation concept in the electronic word of mouth sense, it means if a certain user shares a message with all his/hers connections, and each one of those connections do the same, and this chain of sharing gets repeated 4 times by every receiver of the

message, potentially and probably all that Social Media platform users would see it.

The importance of the above fact to this research is that if a well assembled and big enough pool of initial users be made (initial seeds) and then ask them to not only participate in the research survey but share it with their connections and ask them to do the same, it gives the research survey a good chance to be spread enough and be seen by a large number of users. Then even if a very small fraction from those users who see the message, participate in the research survey, a big and representative sample would be formed.

- **Second**, doing the sampling by placing links to the questionnaire in different Social Media communities and inviting users to participate in the survey and be part of the research.

Since there are countless number of Social Media channels on the Internet that are dedicated to different purposes and subjects which are being used by all kinds of users all around the world; the ones with considerable number of users could be potentially used as hubs of promotion for this research survey and bring attention towards it.

As this is an academic and non-profit research, it would be easier to pursue the owners/administrators of those channels and hubs to share it with their community, and by doing so, giving this research publicity and a boost in exposure, so hopefully more Social Media users participate in it.

Additionally, there are many Social Media channels in which users freely could speak up and communicate with other users. If proper

message – proper meaning in a manner to make it clear which it is not an attempt to spam or generate hit and drive traffic toward the research survey’s website for profit purposes – be sent on those channels, it brings more attention and expectantly causes more participation in the research survey.

- **Third**, doing the sampling by sending links to the questionnaire to different users on different Internet chat rooms and inviting them to participate in the research survey and be part of the research.

To bring more attention toward the research survey, an invitation to participate in the research would be sent to the users of different Internet chat rooms and also the channel operators (“Channel” is a technical term used for chat rooms on Internet Relay Chat or IRC and “Operator” is a technical term used for those channels’ administrators/owners) would be asked to place a link to website of the research survey in their channels’ topic (“Topic” is a technical term used for the welcoming message of IRC channels which every user will see it upon joining those channels).

- **Fourth**, doing the sampling by placing flyers in different physical places where people can see them and inviting them to participate in the research survey and be part of the research.

To give more exposure to this research survey, flyers in three different languages (English, Spanish & Chinese) would be designed and placed in crowded hubs of different cities so they could be seen by large number of people and hopefully it would intrigue some of them to visit the research survey’s website and participate in it.

4.4.3 Data Collection Execution

Data collection was executed based on the four sampling plans which mentioned in the previous section. The following is a comprehensive account of how the data collection panned out during the execution.

4.4.3.1 Execution of the First Sampling Plan

To execute the first sampling plan, it was required to form a body of initial seeds which by whom the propagation of the research survey in different Social Media could be started. As Social Networking Sites are the type of Social Media that by their nature are most suitable to communicate with a network of friends and associates, the focus was put on those types of Social Media.

An initial seed pot consisting of more than 2,000 people were formed who were from China, Spain, other European countries and American countries. Those people were asked to participate in the research survey and also share the research survey link and purpose of it with their friends and associates on different Social Networking Sites.

The Social Networking Sites which those people in the initial seed pot used were including but not limited to Facebook, Twitter, Instagram, LinkedIn, Sina Weibo, RenRen, Tencent Weibo and QZone (The last four are almost totally limited to Chinese audience).

Those people in the initial seed have been followed up for three times and have been asked to repeat the sharing each time, so the research survey could get a better exposure.

Moreover, they have been asked to not only participate themselves, but also, pursue their friends and associates to participate in it too, and also, share the research survey with their own friends and associates in turn.

4.4.3.2 Execution of the Second Sampling Plan

As for execution of the second sampling plan, different communities and channels have been selected in a manner to maximize the diversification of the Social Media users which would be exposed to the research survey.

The targeted Social Media were Blogs, Social Networking Sites and Content Communities. The reason is that, those are the most used types of Social Media which users chose them to form communities and share their content. Hence, in these types of Social Media, it is easy to find out big communities with large number of users which if something be shared there would gain a great exposure.

Numerous blogs on different subjects, communities with different themes and topics on Facebook, LinkedIn, Douban and PengYou (The last two are for Chinese users), videos on variety of subjects with large number of visitors on YouTube, Daily Motion and Youku (which is a Chinese equivalent of YouTube) and also scores of Usenet groups with large number of visitors were selected as an starting point for bringing the research survey to the users' attention.

In case of blogs and communities on Social Networking Site (Facebook, LinkedIn, Douban and PengYou), the administrators/owners of them were asked to share the link of the research survey's website with their readers and members for three times during different hours and separate days. Obviously, some accepted to do so, and some did not.

In the event of refusal their decision were respected but to benefit from the large number of users that the administrators/owners of communities on Social Networking Sites gathered and attracted, some of the users has been selected randomly and asked to participate in the research survey and also asked, if it is possible, share it with their own friends and associates.

In case of the chosen videos, some of the users who commented on them have been selected randomly and asked to participate in the research survey and also whether they are kind enough to pass it on to their friends and associates.

The case of Usenet groups' is different from the above as they do not have an administrator/owner in general and anybody can send anything they want on them. So, to attract the users of those groups, an invitation to participate in the research survey has been sent to those groups on random number of occasions with a random number of days of interval between each.

4.4.3.3 Execution of the Third Sampling Plan

To execute the third sampling plan, plenty of chat rooms across different Internet chat room services based on their topic and geographical location of their users were selected. The selected chat rooms were hosted on Zobe, Chat Avenue, Lycos and ICQ chat room services and also top twelve IRC networks based on their number of users which are IRCnet, QuakeNet, EFnet, Rizon, Undernet, ChLame, IRC Hispano, OFTC, LinkBR, DALnet, EsperNet and ChatZona (NetSplit, 2015).

On various random occasions the users of selected chat rooms have been sent invitation to participate in the research survey and if it is possible share it with their own friends and associates.

Moreover, the channel operators on IRC have been asked to kindly place a link to the research surveys' website in their channel's topics and by doing so give exposure to the research surveys as the users upon entrance could see the link and hopefully participate in it.

4.4.3.4 Execution of the Fourth Sampling Plan

As for execution of the fourth sampling plan, several major cities in Spain and China have been selected for distribution of flyers. The fourth plan was not executed for the other geographical regions. The reason for limiting it to Spain and China were due to not having or having limited connections in a widespread range of major cities of other geographical regions which could potentially skew the results of the research survey and reduce the accuracy of the results.

From China, 10 cities were selected for distribution of flyers. The following is a list of those cities and the reason why they have been selected:

- Guangzhou
 - The biggest city of China, the capital of Guangdong Province (Also known as Canton province) which is the most populated province of China.

Additionally, another and more important reason of choosing this city is from a cultural point of view. The cultural importance of this province comes from its language. The local language of the province is Cantonese and it is the second most spoken language in China. Moreover, it is also official language of Hong Kong and Macau. Besides that, in the Chinese communities located outside China, Cantonese is the most widely spoken language (Starr, 2010).

- Beijing
- Chongqing
- Shanghai
- Tianjin

- The above four cities are “Centrally-Administered Province-Level Regions” or “Direct-Controlled Municipalities” of China. They are the most important and influential cities in China, so much so, that they are not part of any province and each one of them is treated the same as a province of its own (Starr, 2010).
- Hohhot (Capital of Inner Mongolia autonomous region)
- Lhasa (Capital of Tibet autonomous region)
- Nanning (Capital of Guangxi Zhuang autonomous region)
- Urumqi (Capital of Xinjiang Uighur autonomous region)
- Yinchuan (Capital of Ningxia Hui autonomous region)
 - Above five cities are capitals of five “autonomous regions” of mainland China. These five regions although are part of mainland China but due to cultural and political reasons govern autonomously, since they are considered provinces with a large population composed of minority ethnic groups (Starr, 2010).

From Spain 5 cities were selected for distribution of flyers. The following is a list of those cities and the reason why they have been selected:

- Madrid
 - It is the capital and the largest city of Spain by population (INEBase, 2014) and also the capital of autonomous community of Madrid which is the second biggest economy of Spain based on its Nominal Gross Regional Product (INE, 2015).
- Barcelona
 - It is the second largest city of Spain by population (INEBase, 2014) and also the capital of autonomous community of

Catalonia which is the biggest economy of Spain based on its Nominal Gross Regional Product (INE, 2015).

- Valencia
 - It is the third largest city of Spain by population (INEBase, 2014) and also capital city of autonomous community of Valencia which is the fourth biggest economy of Spain based on its Nominal Gross Regional Product (INE, 2015).
- Seville
 - It is the fourth largest city of Spain by population (INEBase, 2014) and also capital city of autonomous community of Andalusia which is the third biggest economy of Spain based on its Nominal Gross Regional Product (INE, 2015).
- Bilbao
 - It is the tenth largest city of Spain by population (INEBase, 2014) and also the largest city of autonomous community of Basque Country which is the fifth biggest economy of Spain based on its Nominal Gross Regional Product (INE, 2015).

Two types of flyers were designed, one for China and another one for Spain. The major difference between the two flyers is that the one for China is in Chinese and English and the one for Spain is in Spanish, Chinese and English. The reason to place Chinese language in the flyer which was distributed in Spain was due to the fact that it was also placed in Chinese districts of the elected cities too.

Several considerations went into the design of the flyers:

- The flyers were designed in a way so they could easily be printed on an A4 paper. As, the flyers' files were sent over email to people in the targeted cities who were helping the investigation by printing and distributing flyers in those cities; It would made certain that those people easily could print it on a normal, standard piece of paper. A4 papers also are very cheap and available everywhere in every print shop. They are also universal standard of home printing and compatible with almost every home printer in the world (International Organization for Standardization, ISO 216:2007).
- The flyers' files were put in PDF format which is an internationally accepted computer file format for printing and without any hassle could be printed anywhere. To make sure that there is not any font problem, all the used fonts were embedded into the file.
- The flyers were designed in black and white. This was to prevent complications in printing as it was possible that color printing not be accessible to all the people who were helping the investigation by printing and distributing flyers in the selected cities.

Also color printing is a more expensive procedure than black and white printing and would impose higher cost on those people.

- The logo and title of Complutense University of Madrid were placed on top of the flyers to indicate the academic and non-commercial nature of the research. This was in the hope of encouraging more people to participate in the research survey and sharing it with their friends and associates.

- The address of the research survey's website was placed on the flyers not only in textual format but also as a matrix barcode in Quick Response (QR) Code format. This was done to facilitate grabbing and saving the address of the research survey's website by the smartphones which many of them have a barcode reader app on them (Ebling and Cáceres, 2010; Li, 2012; Cata, Patel and Sakaguchi, 2013).

To see a copy of the flyer which was used for cities in Spain please refer to Appendix 8.5.1.1 and to see a copy of the flyer which was used for cities in China, please refer to Appendix 8.5.1.2.

The designated PDF files have been sent to people who were helping to distribute them. They had been instructed to put the flyers in different crowded places of the cities, such as schools, universities, libraries, train stations, bus stations, restaurants, shopping centers, large apartment buildings and so on. In Appendix 8.5.2.1 there are some photos from the flyers in Spain and in Appendix 8.5.2.2 there are some photos of the flyers in China.

The questionnaire's website was open to participants from March 23, 2015 up until September 15, 2015. A total number of 11,163 completed questionnaires were collected from the participant during that period (All the raw data rows are presented in Appendix 8.6).

CHAPTER 5

PRESENTATION AND DISCOURSE OF THE RESULTS

5 Data Analysis and Hypothesis Testing

In this section the collected data from the survey is analyzed in details and the offered hypotheses are tested based on the data. The presented results in this section are divided into two main parts.

First, the collected data are presented in tabular and graphical format to give you a better understanding of how the participants and also each variable are distributed among different geographical regions.

Second, by using ‘binomial proportion test of a single population’ the possibility of the results happening due to randomness is tested and based on the results the correctness of offered hypotheses is discussed. As the test is being done over a sample and not the whole population – while the sampling has been done by outmost care and attention to obtain a demonstrative sample – a small level of significance is considered to avoid type I errors (Please refer to Section 5.2.1).

Before moving further forward, please keep in mind that although the research’s accessible population was divided to five regions as following:

- Spain
- Other European Countries (Other than Spain)
- China
- Canada/USA
- Other American Countries (Other than Canada/USA)

Due to using Social Media as one of the main channels of distributing the questionnaire, people from other parts of the world – which although were not part of the sampling population but were part of the theoretical population – also participated in the survey with exception of the region “Other Oceanian

Countries (Other than Australia/New Zealand)” which no answer have come through that part of the world.

As mentioned earlier, there were not enough resources available to make sure that sampling among regions other than those five regions of accessible population – which mentioned above – is random and demonstrative; anyhow, the collected data from those other regions is analyzed and presented in this research but when reading it, you should keep that in mind which a random and demonstrative sampling among those regions are not guaranteed. Thus the analysis of those regions’ data is just provided for informative and complementary reasons and is not included in the discussion of the hypotheses.

Those other regions are:

- Other East Asian Countries (Other than China)
- Other Asian Countries (Other than East Asia)
- Australia/New Zealand
- Africa

Also, as said before, nobody has participated in the survey from the region “Other Oceanian Countries (Other than Australia/New Zealand)”, so this region is completely omitted from the tabulations and graphs to preclude unnecessary prolongation.

5.1 Synopsis of the Collected Data

As theoretical population is divided based on different regions, in this part, the collected data is represented considering this dividing factor to depict a more accurate picture.

First, all the data points are split into clusters based on REGION variable, and then the data is represented both graphically and in tabular manner based on those clusters. The same is done for every other variable (other than REGION)

and the results are demonstrated in details by cross-tabulation and clustered bar charts.

Total number of data points collected by running the survey is 11,630. Table 5-1 and Figure 5-1 demonstrate how all the data points are distributed between different regions which are obtained through REGION variable. The figure illustrates the percentage of data points in each region, while the table provides more information and shows both the percentage and the data count (the frequency).

REGION	Count	Percent
Spain	5,336	47.8%
Other European countries (Other than Spain)	719	6.4%
China	2,235	20.0%
Other East Asian countries (Other than China)	346	3.1%
Other Asian countries (Other than East Asia)	572	5.1%
Canada/USA	619	5.5%
Other American countries (Other than Canada/USA)	807	7.2%
Australia/New Zealand	275	2.5%
Africa	254	2.3%
Total	11,163	100.0%

Table 5-1: The Collected Data Points' Frequencies and Percentages in Each Region

Source: Own Study

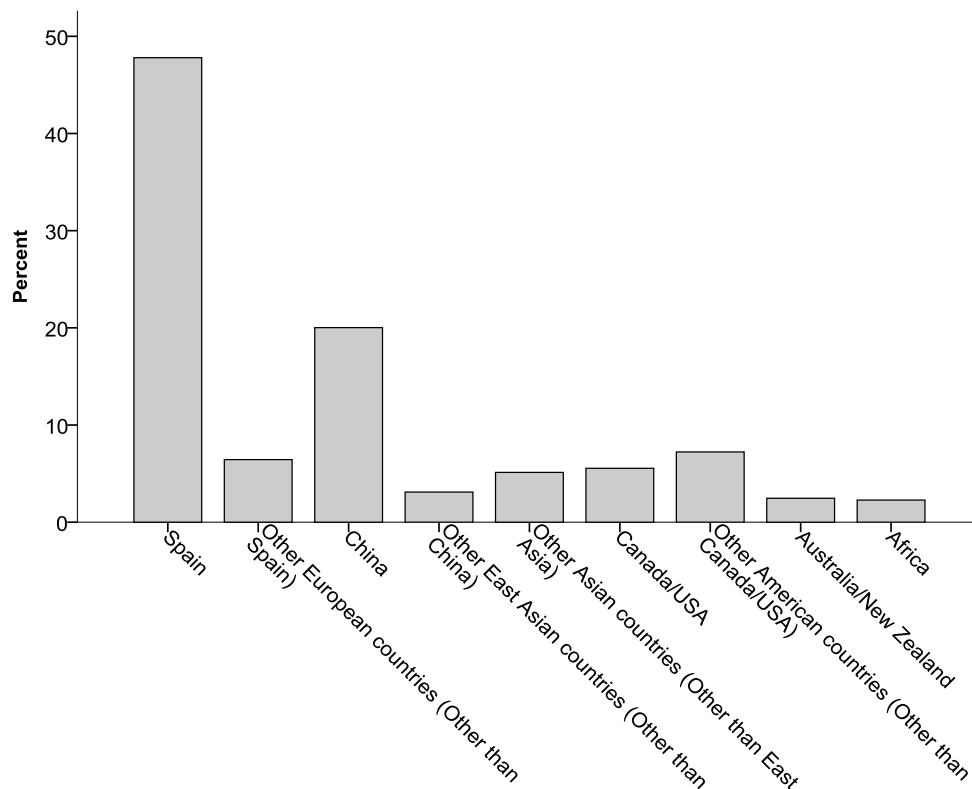


Figure 5-1: The collected data points' percentages in each region (based on REGION variable)

Source: Own Study

Table 5-2 to Table 5-35 and their corresponding charts (Figure 5-4 to Figure 5-37) are constructed based on cross-tabulation of each variable with REGION variable and the clusters in the charts are corresponding with different regions.

Each table and its corresponding chart demonstrate distribution of one variable's values among different regions. The manner by which it is done in each chart is by considering each region as a cluster of that chart's variable's values; and then, depicting the distribution of those values in each cluster. The distribution of the variable's values in each cluster is as a percentage to the frequency of the variable's values in the same cluster. That is to say, each

cluster is considered like a separate collection of data, and the percentages are calculated based on that same cluster's data count not based on the whole collected data's count (Please refer to Figure 5-2 and Figure 5-3 for a graphical explanation of how the percentages in the charts are calculated).

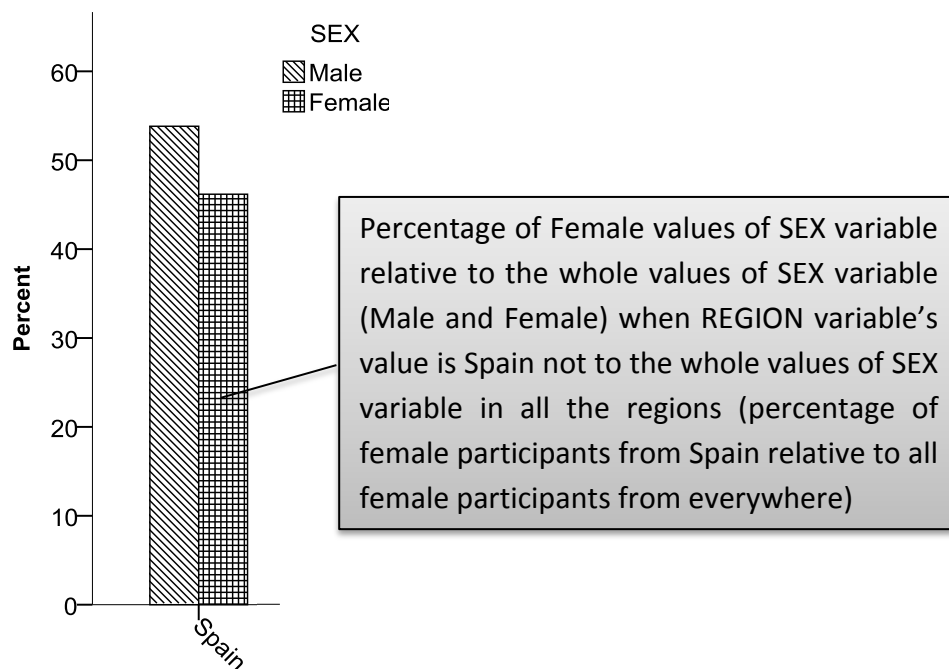


Figure 5-2: How the percentages in the charts are calculated

Source: Own Study

The tables provide a broader range of information in a concise manner for each variable by cross tabulating it with REGION variable. Each table contains data counts, percentages and totals for each cross section of a certain variable with REGION variable (Please refer to Figure 5-3 for a graphical explanation of how the numbers in the tables are calculated).

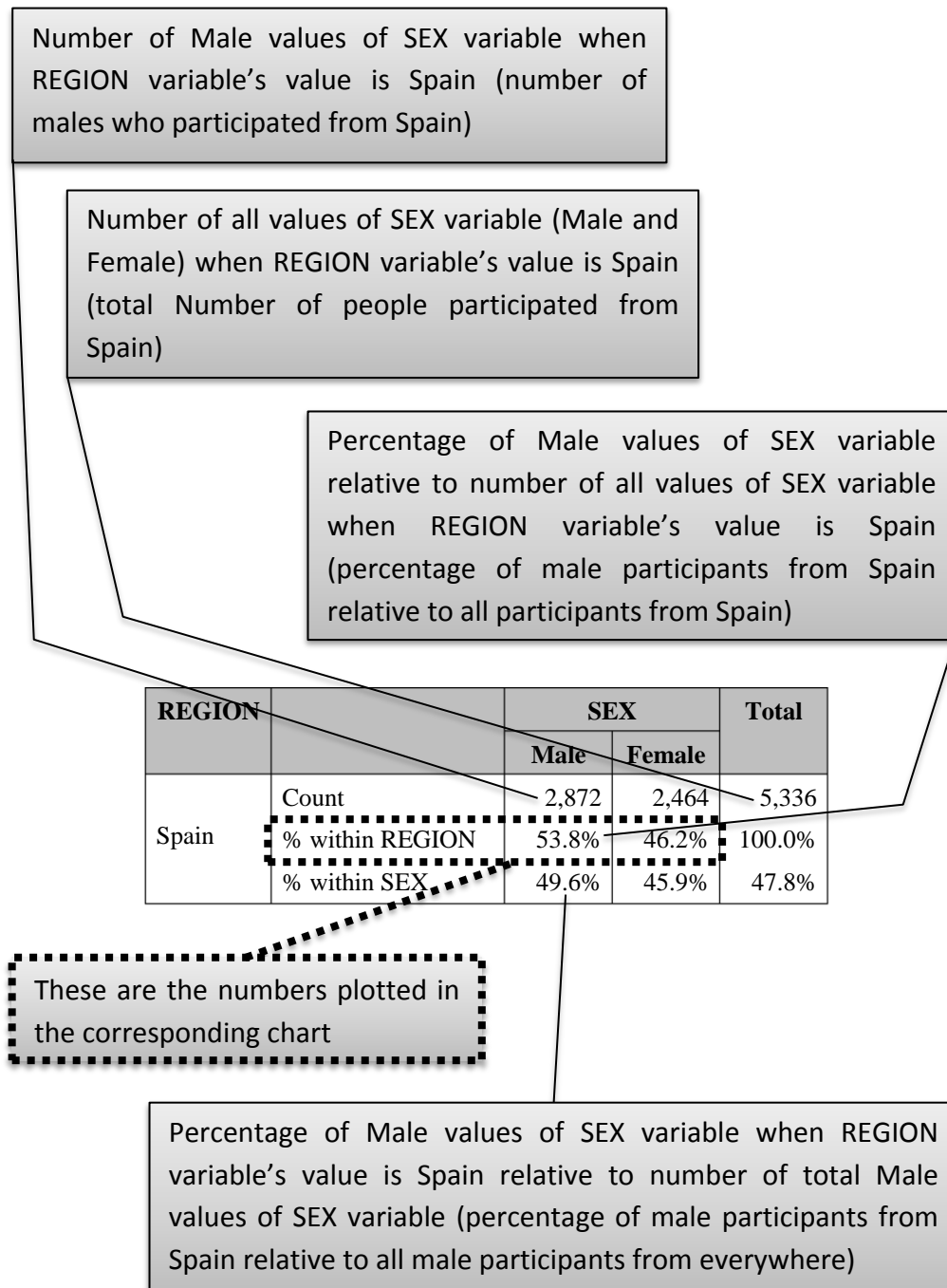


Figure 5-3: How the numbers in the tables are calculated

Source: Own Study

REGION		SEX		Total
		Male	Female	
Spain	Count	2,872	2,464	5,336
	% within REGION	53.8%	46.2%	100.0%
	% within SEX	49.6%	45.9%	47.8%
Other European countries (Other than Spain)	Count	350	369	719
	% within REGION	48.7%	51.3%	100.0%
	% within SEX	6.0%	6.9%	6.4%
China	Count	1,103	1,132	2,235
	% within REGION	49.4%	50.6%	100.0%
	% within SEX	19.0%	21.1%	20.0%
Other East Asian countries (Other than China)	Count	191	155	346
	% within REGION	55.2%	44.8%	100.0%
	% within SEX	3.3%	2.9%	3.1%
Other Asian countries (Other than East Asia)	Count	288	284	572
	% within REGION	50.3%	49.7%	100.0%
	% within SEX	5.0%	5.3%	5.1%
Canada/USA	Count	301	318	619
	% within REGION	48.6%	51.4%	100.0%
	% within SEX	5.2%	5.9%	5.5%
Other American countries (Other than Canada/USA)	Count	393	414	807
	% within REGION	48.7%	51.3%	100.0%
	% within SEX	6.8%	7.7%	7.2%
Australia/New Zealand	Count	144	131	275
	% within REGION	52.4%	47.6%	100.0%
	% within SEX	2.5%	2.4%	2.5%
Africa	Count	152	102	254
	% within REGION	59.8%	40.2%	100.0%
	% within SEX	2.6%	1.9%	2.3%
Total	Count	5,794	5,369	11,163
	% within REGION	51.9%	48.1%	100.0%
	% within SEX	100.0%	100.0%	100.0%

Table 5-2: REGION * SEX cross-tabulation

Source: Own Study

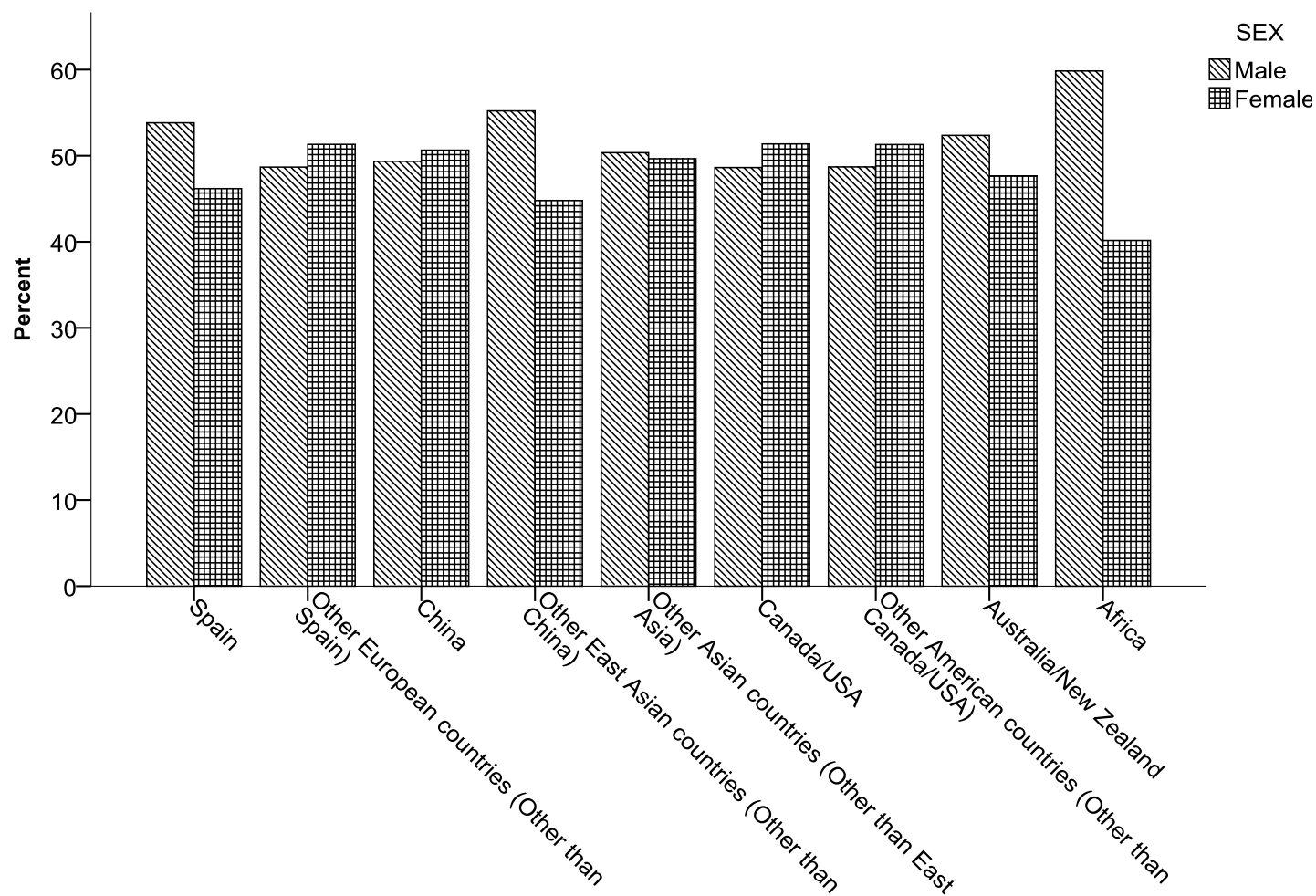


Figure 5-4: SEX clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		AGE							Total
		12-17	18-24	25-34	35-44	45-54	55-64	65+	
Spain	Count	271	1,161	1,261	1,088	810	635	110	5,336
	% within REGION	5.1%	21.8%	23.6%	20.4%	15.2%	11.9%	2.1%	100.0%
	% within AGE	60.8%	46.0%	46.8%	46.9%	48.0%	50.2%	48.5%	47.8%
Other European countries (Other than Spain)	Count	15	191	152	162	122	70	7	719
	% within REGION	2.1%	26.6%	21.1%	22.5%	17.0%	9.7%	1.0%	100.0%
	% within AGE	3.4%	7.6%	5.6%	7.0%	7.2%	5.5%	3.1%	6.4%
China	Count	23	532	566	426	378	270	40	2,235
	% within REGION	1.0%	23.8%	25.3%	19.1%	16.9%	12.1%	1.8%	100.0%
	% within AGE	5.2%	21.1%	21.0%	18.4%	22.4%	21.3%	17.6%	20.0%
Other East Asian countries (Other than China)	Count	10	79	89	72	36	49	11	346
	% within REGION	2.9%	22.8%	25.7%	20.8%	10.4%	14.2%	3.2%	100.0%
	% within AGE	2.2%	3.1%	3.3%	3.1%	2.1%	3.9%	4.8%	3.1%
Other Asian countries (Other than East Asia)	Count	57	94	171	152	67	27	4	572
	% within REGION	10.0%	16.4%	29.9%	26.6%	11.7%	4.7%	.7%	100.0%
	% within AGE	12.8%	3.7%	6.3%	6.6%	4.0%	2.1%	1.8%	5.1%
Canada/USA	Count	23	149	134	131	89	63	30	619
	% within REGION	3.7%	24.1%	21.6%	21.2%	14.4%	10.2%	4.8%	100.0%
	% within AGE	5.2%	5.9%	5.0%	5.6%	5.3%	5.0%	13.2%	5.5%
Other American countries (Other than Canada/USA)	Count	30	195	190	162	111	109	10	807
	% within REGION	3.7%	24.2%	23.5%	20.1%	13.8%	13.5%	1.2%	100.0%
	% within AGE	6.7%	7.7%	7.0%	7.0%	6.6%	8.6%	4.4%	7.2%
Australia/New Zealand	Count	7	62	69	66	37	28	6	275
	% within REGION	2.5%	22.5%	25.1%	24.0%	13.5%	10.2%	2.2%	100.0%
	% within AGE	1.6%	2.5%	2.6%	2.8%	2.2%	2.2%	2.6%	2.5%
Africa	Count	10	59	65	60	36	15	9	254
	% within REGION	3.9%	23.2%	25.6%	23.6%	14.2%	5.9%	3.5%	100.0%
	% within AGE	2.2%	2.3%	2.4%	2.6%	2.1%	1.2%	4.0%	2.3%
Total	Count	446	2,522	2,697	2,319	1,686	1,266	227	11,163
	% within REGION	4.0%	22.6%	24.2%	20.8%	15.1%	11.3%	2.0%	100.0%
	% within AGE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Table 5-3: REGION * AGE cross-tabulation

Source: Own Study

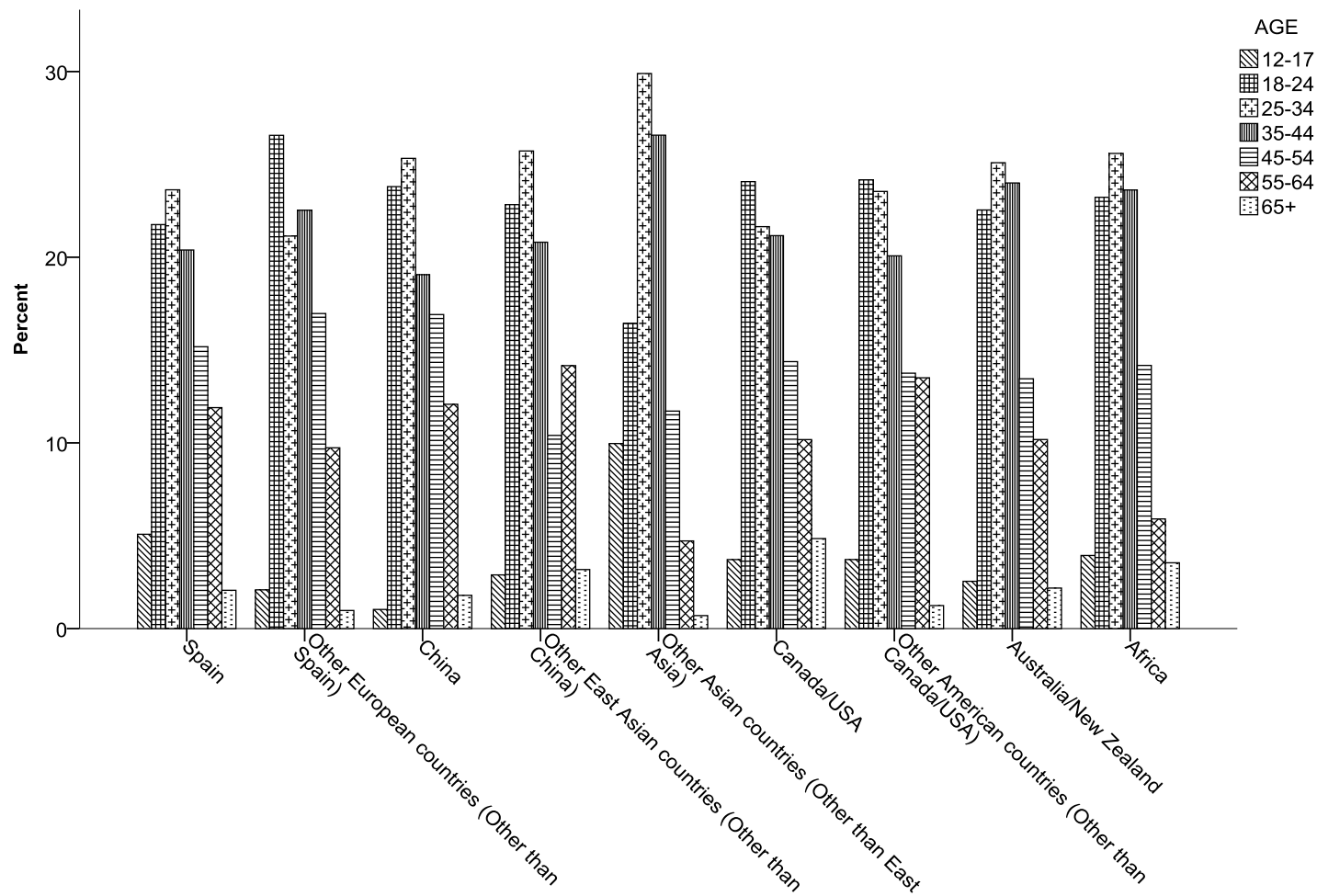


Figure 5-5: AGE clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		MSG_REPT_ATT		Total
		a	b	
Spain	Count	1,746	3,590	5,336
	% within REGION	32.7%	67.3%	100.0%
	% within MSG_REPT_ATT	46.7%	48.3%	47.8%
Other European countries (Other than Spain)	Count	260	459	719
	% within REGION	36.2%	63.8%	100.0%
	% within MSG_REPT_ATT	7.0%	6.2%	6.4%
China	Count	772	1,463	2,235
	% within REGION	34.5%	65.5%	100.0%
	% within MSG_REPT_ATT	20.7%	19.7%	20.0%
Other East Asian countries (Other than China)	Count	107	239	346
	% within REGION	30.9%	69.1%	100.0%
	% within MSG_REPT_ATT	2.9%	3.2%	3.1%
Other Asian countries (Other than East Asia)	Count	180	392	572
	% within REGION	31.5%	68.5%	100.0%
	% within MSG_REPT_ATT	4.8%	5.3%	5.1%
Canada/USA	Count	215	404	619
	% within REGION	34.7%	65.3%	100.0%
	% within MSG_REPT_ATT	5.8%	5.4%	5.5%
Other American countries (Other than Canada/USA)	Count	283	524	807
	% within REGION	35.1%	64.9%	100.0%
	% within MSG_REPT_ATT	7.6%	7.1%	7.2%
Australia/New Zealand	Count	84	191	275
	% within REGION	30.5%	69.5%	100.0%
	% within MSG_REPT_ATT	2.2%	2.6%	2.5%
Africa	Count	89	165	254
	% within REGION	35.0%	65.0%	100.0%
	% within MSG_REPT_ATT	2.4%	2.2%	2.3%
Total	Count	3,736	7,427	11,163
	% within REGION	33.5%	66.5%	100.0%
	% within MSG_REPT_ATT	100.0%	100.0%	100.0%

Table 5-4: REGION * MSG_REPT_ATT cross-tabulation

Source: Own Study

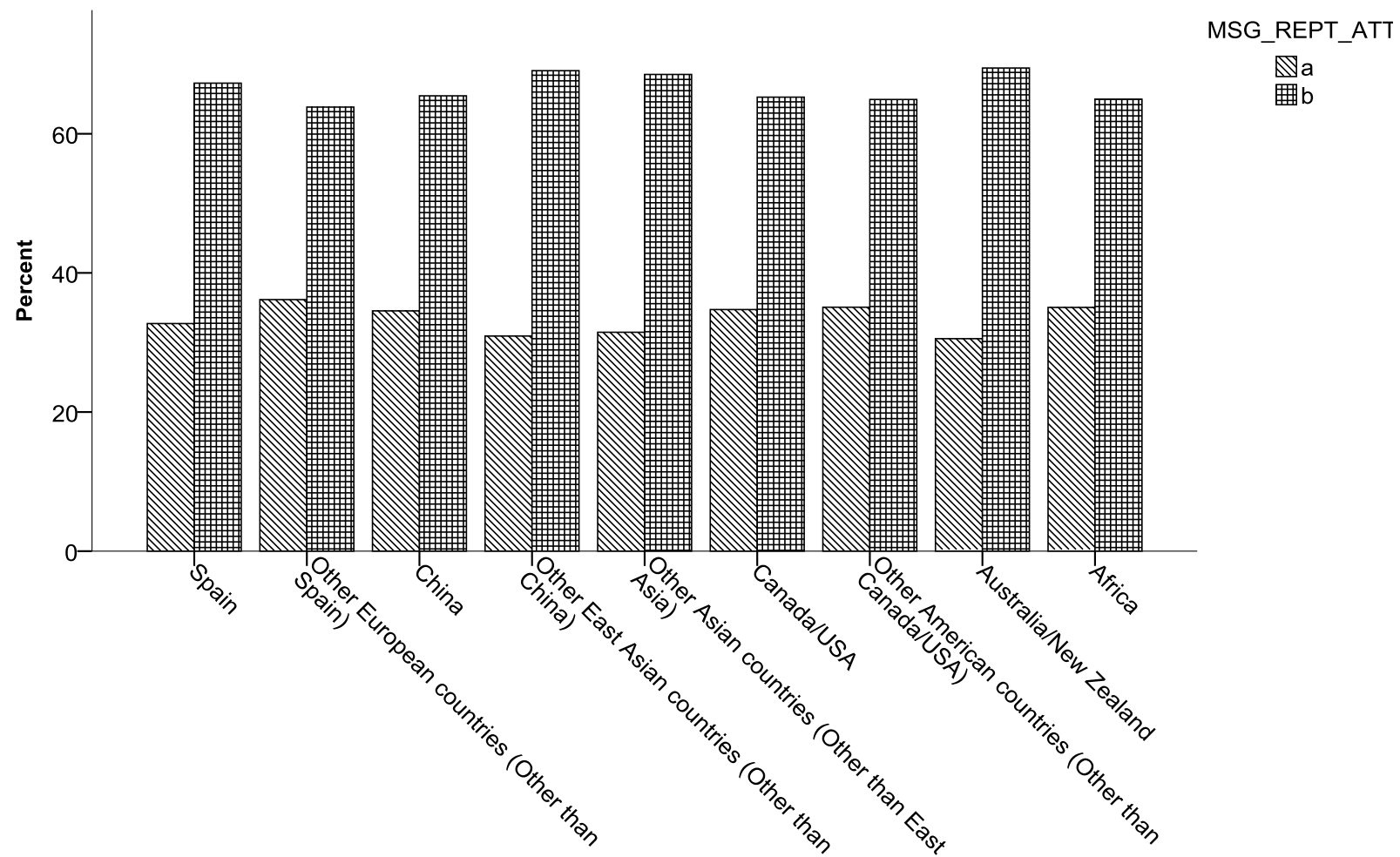


Figure 5-6: MSG_REPT_ATT clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		MSG_REPT_SHR		Total
		a	b	
Spain	Count	1,747	3,589	5,336
	% within REGION	32.7%	67.3%	100.0%
	% within MSG_REPT_SHR	46.7%	48.4%	47.8%
Other European countries (Other than Spain)	Count	260	459	719
	% within REGION	36.2%	63.8%	100.0%
	% within MSG_REPT_SHR	6.9%	6.2%	6.4%
China	Count	777	1,458	2,235
	% within REGION	34.8%	65.2%	100.0%
	% within MSG_REPT_SHR	20.8%	19.6%	20.0%
Other East Asian countries (Other than China)	Count	107	239	346
	% within REGION	30.9%	69.1%	100.0%
	% within MSG_REPT_SHR	2.9%	3.2%	3.1%
Other Asian countries (Other than East Asia)	Count	180	392	572
	% within REGION	31.5%	68.5%	100.0%
	% within MSG_REPT_SHR	4.8%	5.3%	5.1%
Canada/USA	Count	215	404	619
	% within REGION	34.7%	65.3%	100.0%
	% within MSG_REPT_SHR	5.7%	5.4%	5.5%
Other American countries (Other than Canada/USA)	Count	283	524	807
	% within REGION	35.1%	64.9%	100.0%
	% within MSG_REPT_SHR	7.6%	7.1%	7.2%
Australia/New Zealand	Count	84	191	275
	% within REGION	30.5%	69.5%	100.0%
	% within MSG_REPT_SHR	2.2%	2.6%	2.5%
Africa	Count	89	165	254
	% within REGION	35.0%	65.0%	100.0%
	% within MSG_REPT_SHR	2.4%	2.2%	2.3%
Total	Count	3,742	7,421	11,163
	% within REGION	33.5%	66.5%	100.0%
	% within MSG_REPT_SHR	100.0%	100.0%	100.0%

Table 5-5: REGION * MSG_REPT_SHR cross-tabulation

Source: Own Study

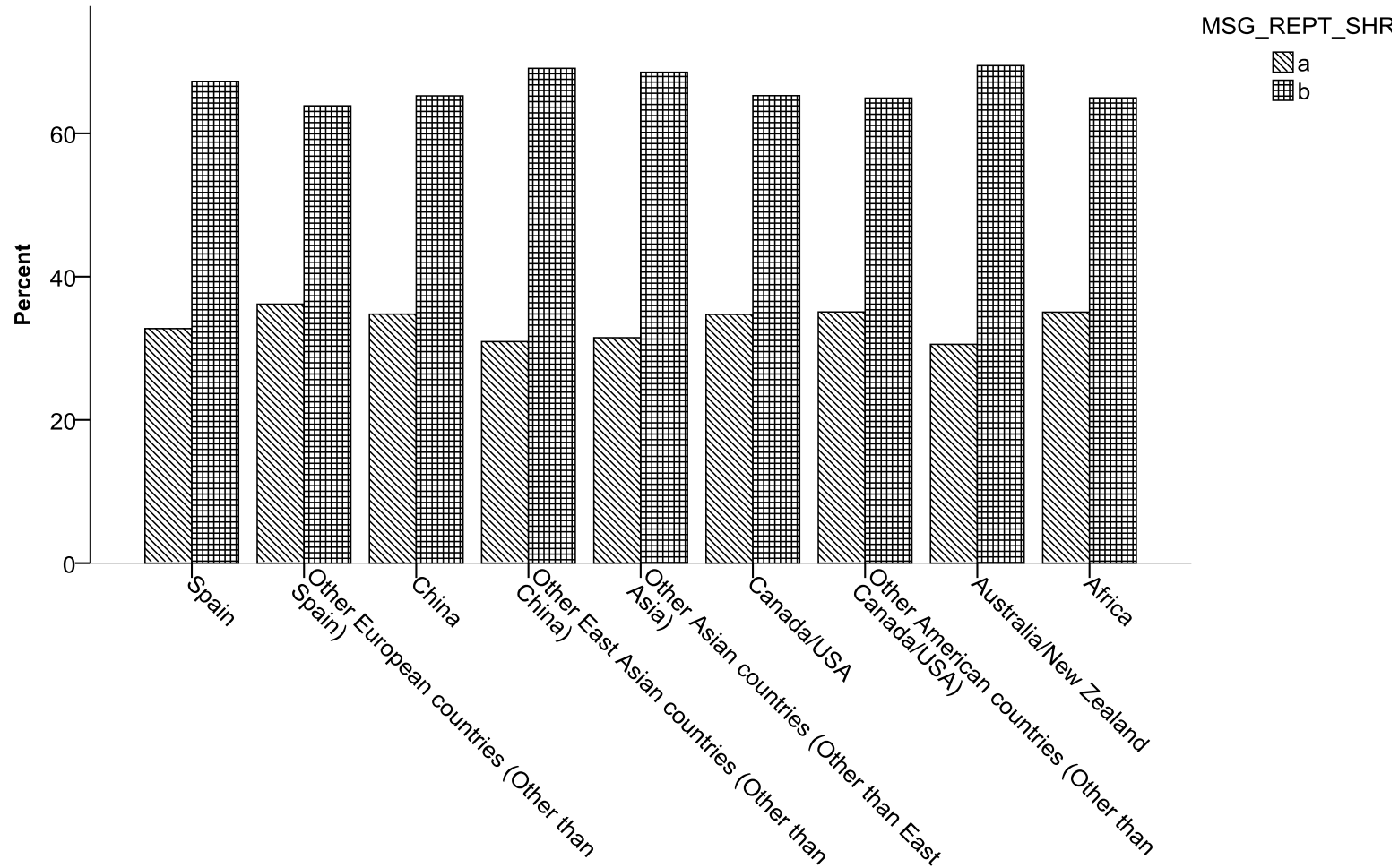


Figure 5-7: MSG_REPT_SHR clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		DIFF_MSG_ATT		Total
		a	b	
Spain	Count	1,526	3,810	5,336
	% within REGION	28.6%	71.4%	100.0%
	% within DIFF_MSG_ATT	45.9%	48.6%	47.8%
Other European countries (Other than Spain)	Count	239	480	719
	% within REGION	33.2%	66.8%	100.0%
	% within DIFF_MSG_ATT	7.2%	6.1%	6.4%
China	Count	673	1,562	2,235
	% within REGION	30.1%	69.9%	100.0%
	% within DIFF_MSG_ATT	20.2%	19.9%	20.0%
Other East Asian countries (Other than China)	Count	124	222	346
	% within REGION	35.8%	64.2%	100.0%
	% within DIFF_MSG_ATT	3.7%	2.8%	3.1%
Other Asian countries (Other than East Asia)	Count	164	408	572
	% within REGION	28.7%	71.3%	100.0%
	% within DIFF_MSG_ATT	4.9%	5.2%	5.1%
Canada/USA	Count	213	406	619
	% within REGION	34.4%	65.6%	100.0%
	% within DIFF_MSG_ATT	6.4%	5.2%	5.5%
Other American countries (Other than Canada/USA)	Count	258	549	807
	% within REGION	32.0%	68.0%	100.0%
	% within DIFF_MSG_ATT	7.8%	7.0%	7.2%
Australia/New Zealand	Count	68	207	275
	% within REGION	24.7%	75.3%	100.0%
	% within DIFF_MSG_ATT	2.0%	2.6%	2.5%
Africa	Count	63	191	254
	% within REGION	24.8%	75.2%	100.0%
	% within DIFF_MSG_ATT	1.9%	2.4%	2.3%
Total	Count	3,328	7,835	11,163
	% within REGION	29.8%	70.2%	100.0%
	% within DIFF_MSG_ATT	100.0%	100.0%	100.0%

Table 5-6: REGION * DIFF_MSG_ATT cross-tabulation

Source: Own Study

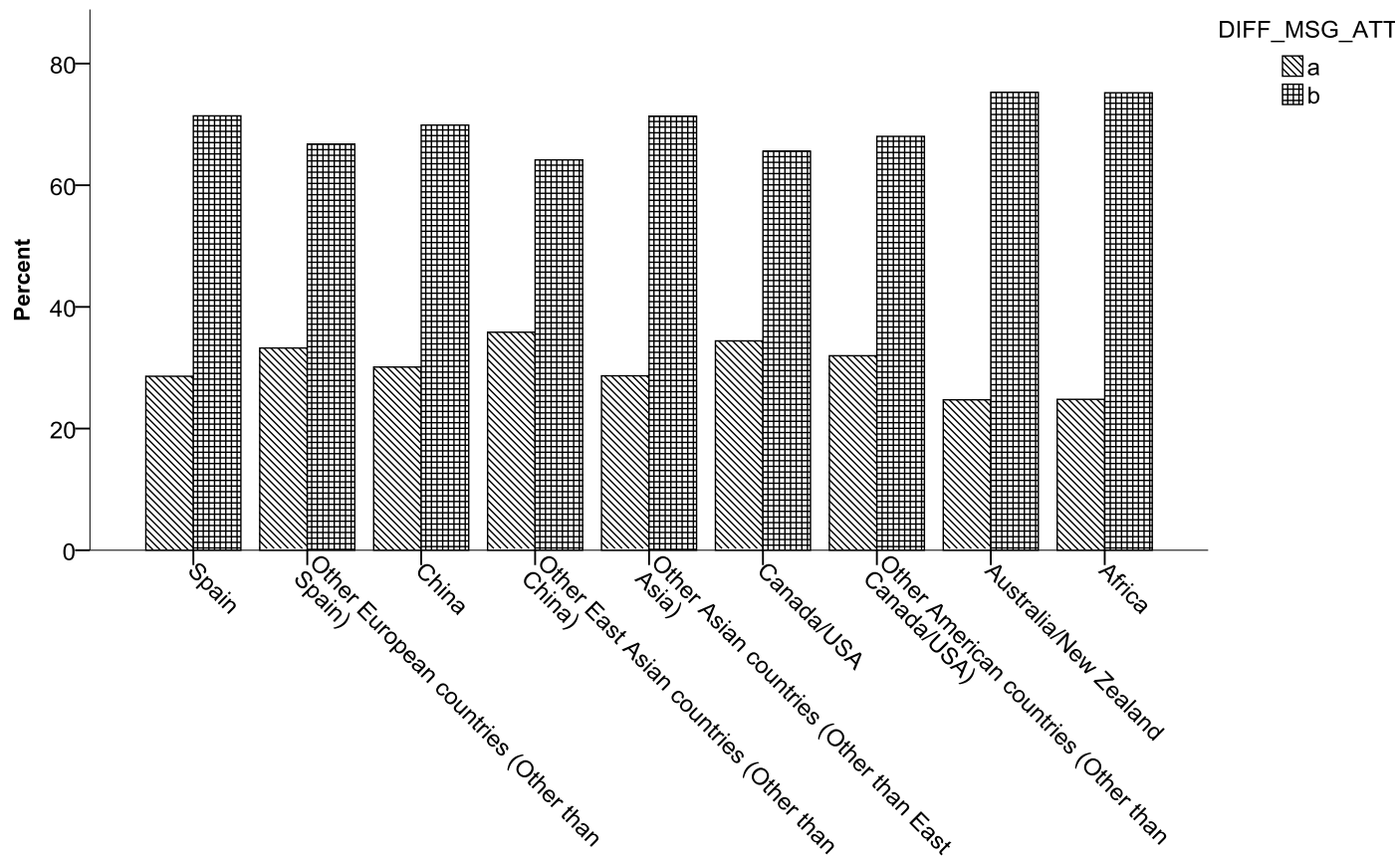


Figure 5-8: DIFF_MSG_ATT clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		DIFF_MSG_SHR		Total
		a	b	
Spain	Count	1,526	3,810	5,336
	% within REGION	28.6%	71.4%	100.0%
	% within DIFF_MSG_SHR	45.9%	48.6%	47.8%
Other European countries (Other than Spain)	Count	240	479	719
	% within REGION	33.4%	66.6%	100.0%
	% within DIFF_MSG_SHR	7.2%	6.1%	6.4%
China	Count	672	1,563	2,235
	% within REGION	30.1%	69.9%	100.0%
	% within DIFF_MSG_SHR	20.2%	19.9%	20.0%
Other East Asian countries (Other than China)	Count	124	222	346
	% within REGION	35.8%	64.2%	100.0%
	% within DIFF_MSG_SHR	3.7%	2.8%	3.1%
Other Asian countries (Other than East Asia)	Count	164	408	572
	% within REGION	28.7%	71.3%	100.0%
	% within DIFF_MSG_SHR	4.9%	5.2%	5.1%
Canada/USA	Count	213	406	619
	% within REGION	34.4%	65.6%	100.0%
	% within DIFF_MSG_SHR	6.4%	5.2%	5.5%
Other American countries (Other than Canada/USA)	Count	258	549	807
	% within REGION	32.0%	68.0%	100.0%
	% within DIFF_MSG_SHR	7.8%	7.0%	7.2%
Australia/New Zealand	Count	68	207	275
	% within REGION	24.7%	75.3%	100.0%
	% within DIFF_MSG_SHR	2.0%	2.6%	2.5%
Africa	Count	63	191	254
	% within REGION	24.8%	75.2%	100.0%
	% within DIFF_MSG_SHR	1.9%	2.4%	2.3%
Total	Count	3,328	7,835	11,163
	% within REGION	29.8%	70.2%	100.0%
	% within DIFF_MSG_SHR	100.0%	100.0%	100.0%

Table 5-7: REGION * DIFF_MSG_SHR cross-tabulation

Source: Own Study

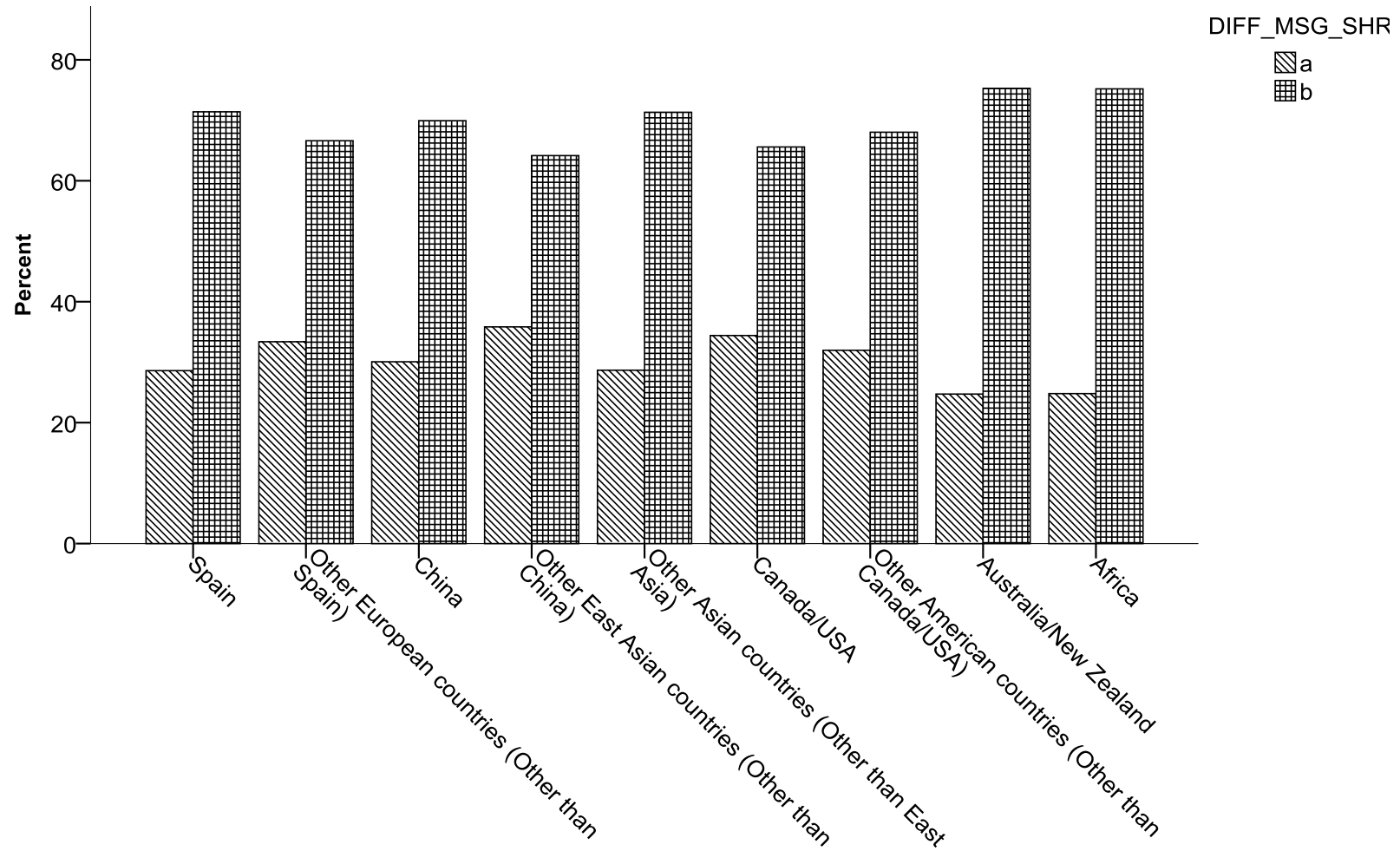


Figure 5-9: DIFF_MSG_SHR clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		QST_ATT		Total
		a	b	
Spain	Count	368	4,968	5,336
	% within REGION	6.9%	93.1%	100.0%
	% within QST_ATT	50.2%	47.6%	47.8%
Other European countries (Other than Spain)	Count	40	679	719
	% within REGION	5.6%	94.4%	100.0%
	% within QST_ATT	5.5%	6.5%	6.4%
China	Count	87	2,148	2,235
	% within REGION	3.9%	96.1%	100.0%
	% within QST_ATT	11.9%	20.6%	20.0%
Other East Asian countries (Other than China)	Count	23	323	346
	% within REGION	6.6%	93.4%	100.0%
	% within QST_ATT	3.1%	3.1%	3.1%
Other Asian countries (Other than East Asia)	Count	61	511	572
	% within REGION	10.7%	89.3%	100.0%
	% within QST_ATT	8.3%	4.9%	5.1%
Canada/USA	Count	47	572	619
	% within REGION	7.6%	92.4%	100.0%
	% within QST_ATT	6.4%	5.5%	5.5%
Other American countries (Other than Canada/USA)	Count	65	742	807
	% within REGION	8.1%	91.9%	100.0%
	% within QST_ATT	8.9%	7.1%	7.2%
Australia/New Zealand	Count	27	248	275
	% within REGION	9.8%	90.2%	100.0%
	% within QST_ATT	3.7%	2.4%	2.5%
Africa	Count	15	239	254
	% within REGION	5.9%	94.1%	100.0%
	% within QST_ATT	2.0%	2.3%	2.3%
Total	Count	733	10,430	11,163
	% within REGION	6.6%	93.4%	100.0%
	% within QST_ATT	100.0%	100.0%	100.0%

Table 5-8: REGION * QST_ATT cross-tabulation

Source: Own Study

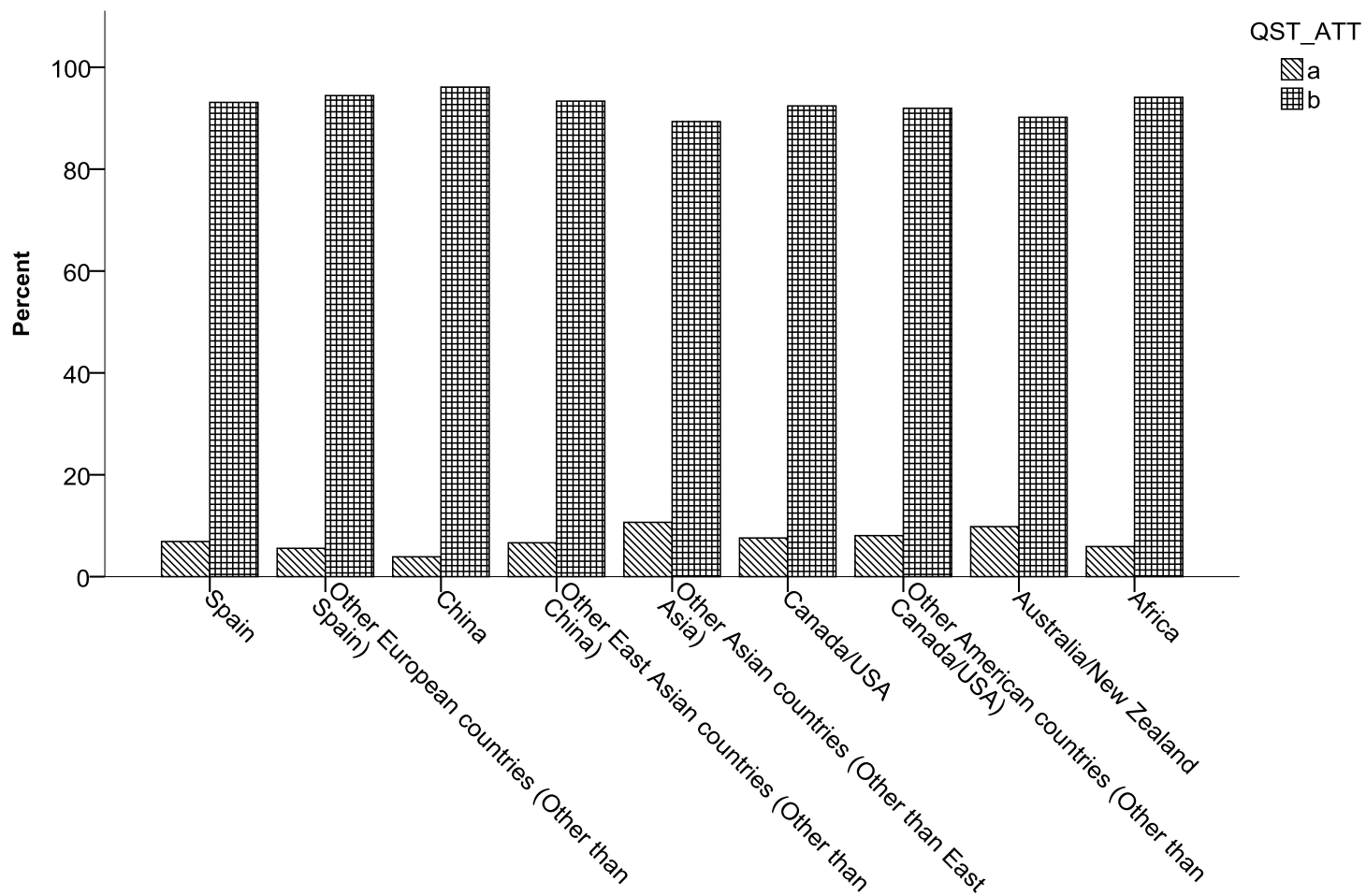


Figure 5-10: QST_ATT clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		QST_INF		Total
		a	b	
Spain	Count	368	4,968	5,336
	% within REGION	6.9%	93.1%	100.0%
	% within QST_INF	50.2%	47.6%	47.8%
Other European countries (Other than Spain)	Count	40	679	719
	% within REGION	5.6%	94.4%	100.0%
	% within QST_INF	5.5%	6.5%	6.4%
China	Count	88	2,147	2,235
	% within REGION	3.9%	96.1%	100.0%
	% within QST_INF	12.0%	20.6%	20.0%
Other East Asian countries (Other than China)	Count	23	323	346
	% within REGION	6.6%	93.4%	100.0%
	% within QST_INF	3.1%	3.1%	3.1%
Other Asian countries (Other than East Asia)	Count	61	511	572
	% within REGION	10.7%	89.3%	100.0%
	% within QST_INF	8.3%	4.9%	5.1%
Canada/USA	Count	47	572	619
	% within REGION	7.6%	92.4%	100.0%
	% within QST_INF	6.4%	5.5%	5.5%
Other American countries (Other than Canada/USA)	Count	65	742	807
	% within REGION	8.1%	91.9%	100.0%
	% within QST_INF	8.9%	7.1%	7.2%
Australia/New Zealand	Count	27	248	275
	% within REGION	9.8%	90.2%	100.0%
	% within QST_INF	3.7%	2.4%	2.5%
Africa	Count	14	240	254
	% within REGION	5.5%	94.5%	100.0%
	% within QST_INF	1.9%	2.3%	2.3%
Total	Count	733	10,430	11,163
	% within REGION	6.6%	93.4%	100.0%
	% within QST_INF	100.0%	100.0%	100.0%

Table 5-9: REGION * QST_INF cross-tabulation

Source: Own Study

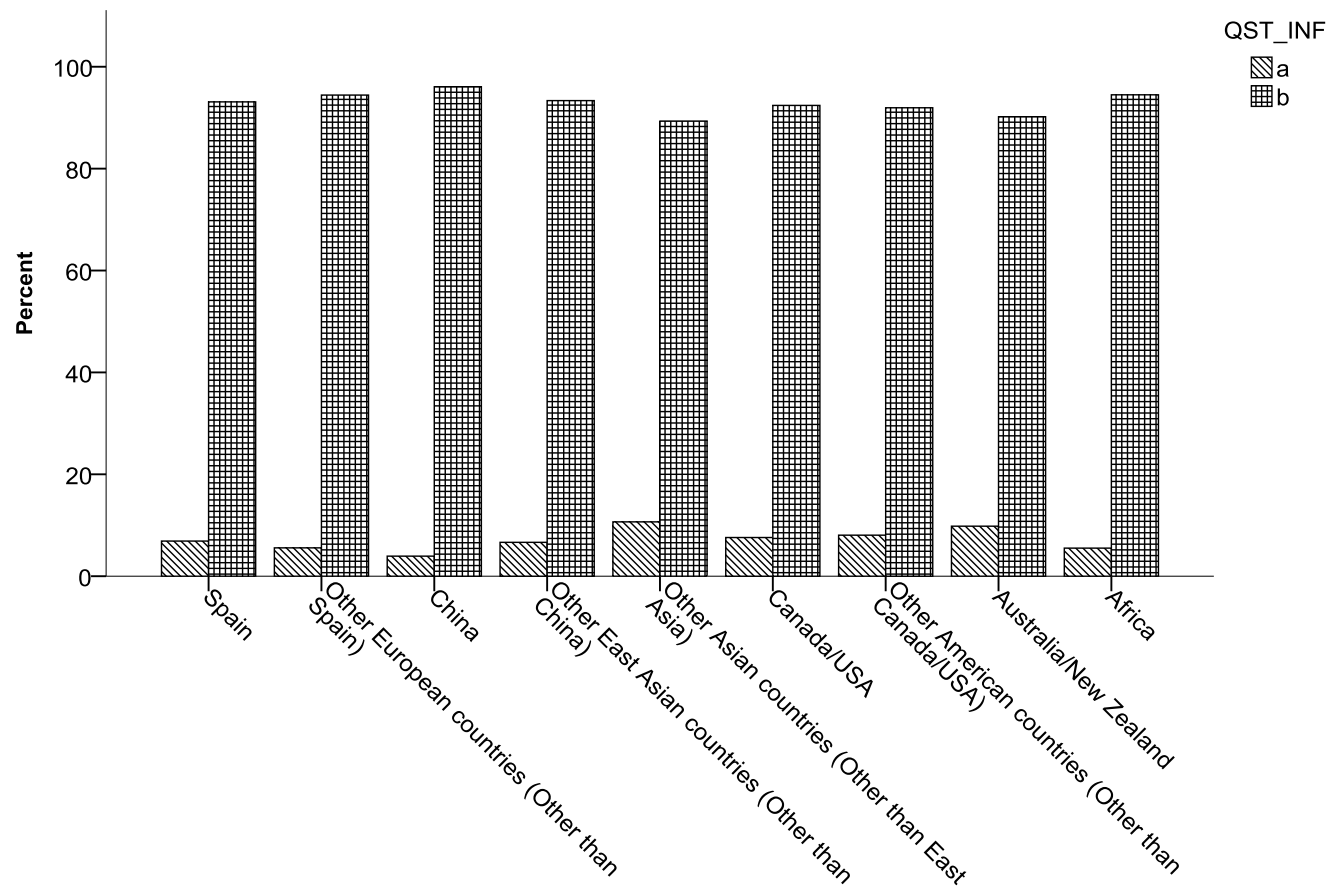


Figure 5-11: QST_INF clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		QST_SHR		Total
		a	b	
Spain	Count	369	4,967	5,336
	% within REGION	6.9%	93.1%	100.0%
	% within QST_SHR	50.1%	47.6%	47.8%
Other European countries (Other than Spain)	Count	41	678	719
	% within REGION	5.7%	94.3%	100.0%
	% within QST_SHR	5.6%	6.5%	6.4%
China	Count	88	2,147	2,235
	% within REGION	3.9%	96.1%	100.0%
	% within QST_SHR	12.0%	20.6%	20.0%
Other East Asian countries (Other than China)	Count	23	323	346
	% within REGION	6.6%	93.4%	100.0%
	% within QST_SHR	3.1%	3.1%	3.1%
Other Asian countries (Other than East Asia)	Count	61	511	572
	% within REGION	10.7%	89.3%	100.0%
	% within QST_SHR	8.3%	4.9%	5.1%
Canada/USA	Count	47	572	619
	% within REGION	7.6%	92.4%	100.0%
	% within QST_SHR	6.4%	5.5%	5.5%
Other American countries (Other than Canada/USA)	Count	65	742	807
	% within REGION	8.1%	91.9%	100.0%
	% within QST_SHR	8.8%	7.1%	7.2%
Australia/New Zealand	Count	27	248	275
	% within REGION	9.8%	90.2%	100.0%
	% within QST_SHR	3.7%	2.4%	2.5%
Africa	Count	15	239	254
	% within REGION	5.9%	94.1%	100.0%
	% within QST_SHR	2.0%	2.3%	2.3%
Total	Count	736	10,427	11,163
	% within REGION	6.6%	93.4%	100.0%
	% within QST_SHR	100.0%	100.0%	100.0%

Table 5-10: REGION * QST_SHR cross-tabulation

Source: Own Study

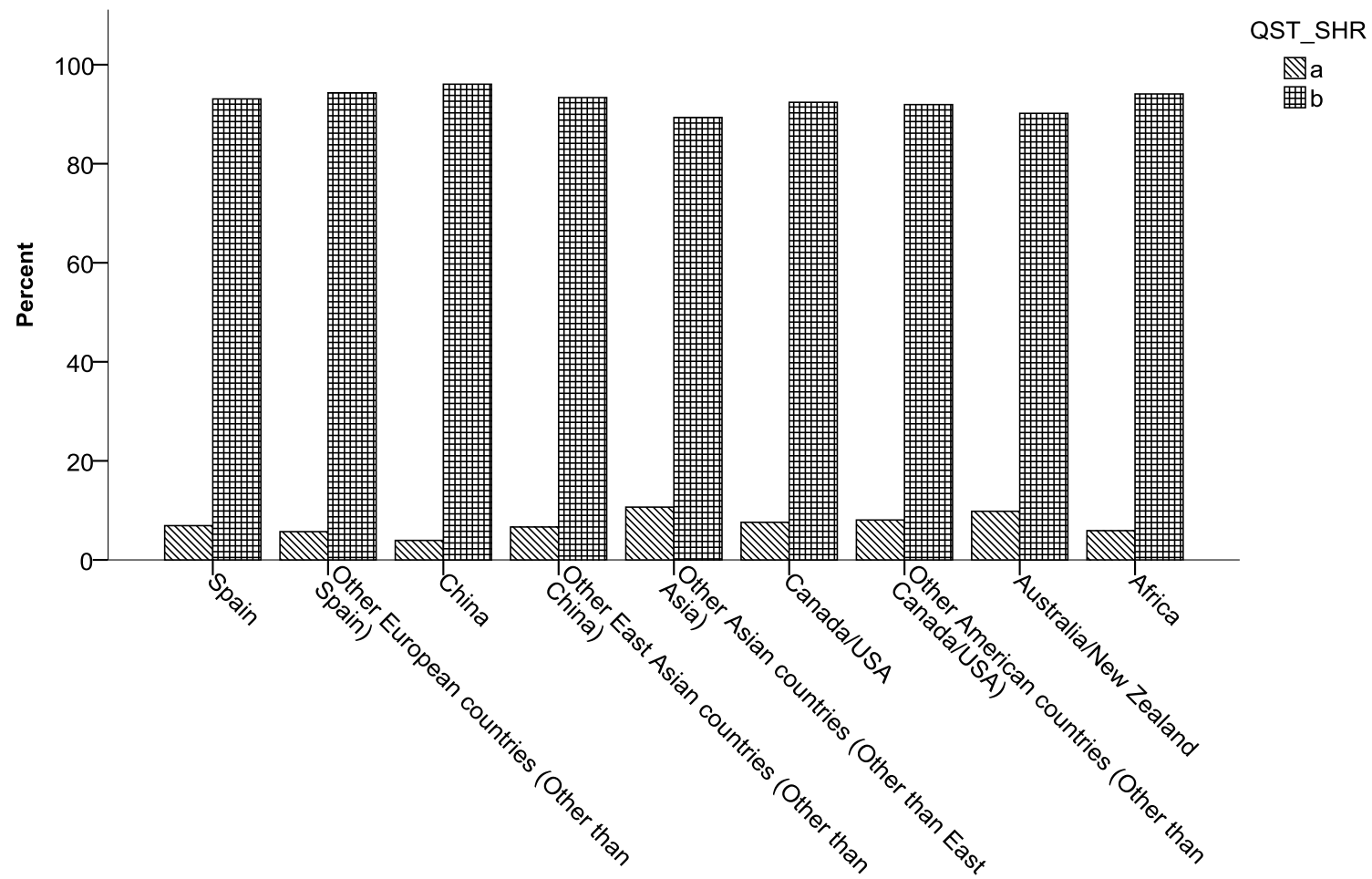


Figure 5-12: QST_SHR clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		MEDIA_ATT		Total
		a	b	
Spain	Count	195	5,141	5,336
	% within REGION	3.7%	96.3%	100.0%
	% within MEDIA_ATT	39.4%	48.2%	47.8%
Other European countries (Other than Spain)	Count	3	716	719
	% within REGION	.4%	99.6%	100.0%
	% within MEDIA_ATT	.6%	6.7%	6.4%
China	Count	122	2,113	2,235
	% within REGION	5.5%	94.5%	100.0%
	% within MEDIA_ATT	24.6%	19.8%	20.0%
Other East Asian countries (Other than China)	Count	30	316	346
	% within REGION	8.7%	91.3%	100.0%
	% within MEDIA_ATT	6.1%	3.0%	3.1%
Other Asian countries (Other than East Asia)	Count	60	512	572
	% within REGION	10.5%	89.5%	100.0%
	% within MEDIA_ATT	12.1%	4.8%	5.1%
Canada/USA	Count	11	608	619
	% within REGION	1.8%	98.2%	100.0%
	% within MEDIA_ATT	2.2%	5.7%	5.5%
Other American countries (Other than Canada/USA)	Count	53	754	807
	% within REGION	6.6%	93.4%	100.0%
	% within MEDIA_ATT	10.7%	7.1%	7.2%
Australia/New Zealand	Count	16	259	275
	% within REGION	5.8%	94.2%	100.0%
	% within MEDIA_ATT	3.2%	2.4%	2.5%
Africa	Count	5	249	254
	% within REGION	2.0%	98.0%	100.0%
	% within MEDIA_ATT	1.0%	2.3%	2.3%
Total	Count	495	10,668	11,163
	% within REGION	4.4%	95.6%	100.0%
	% within MEDIA_ATT	100.0%	100.0%	100.0%

Table 5-11: REGION * MEDIA_ATT cross-tabulation

Source: Own Study

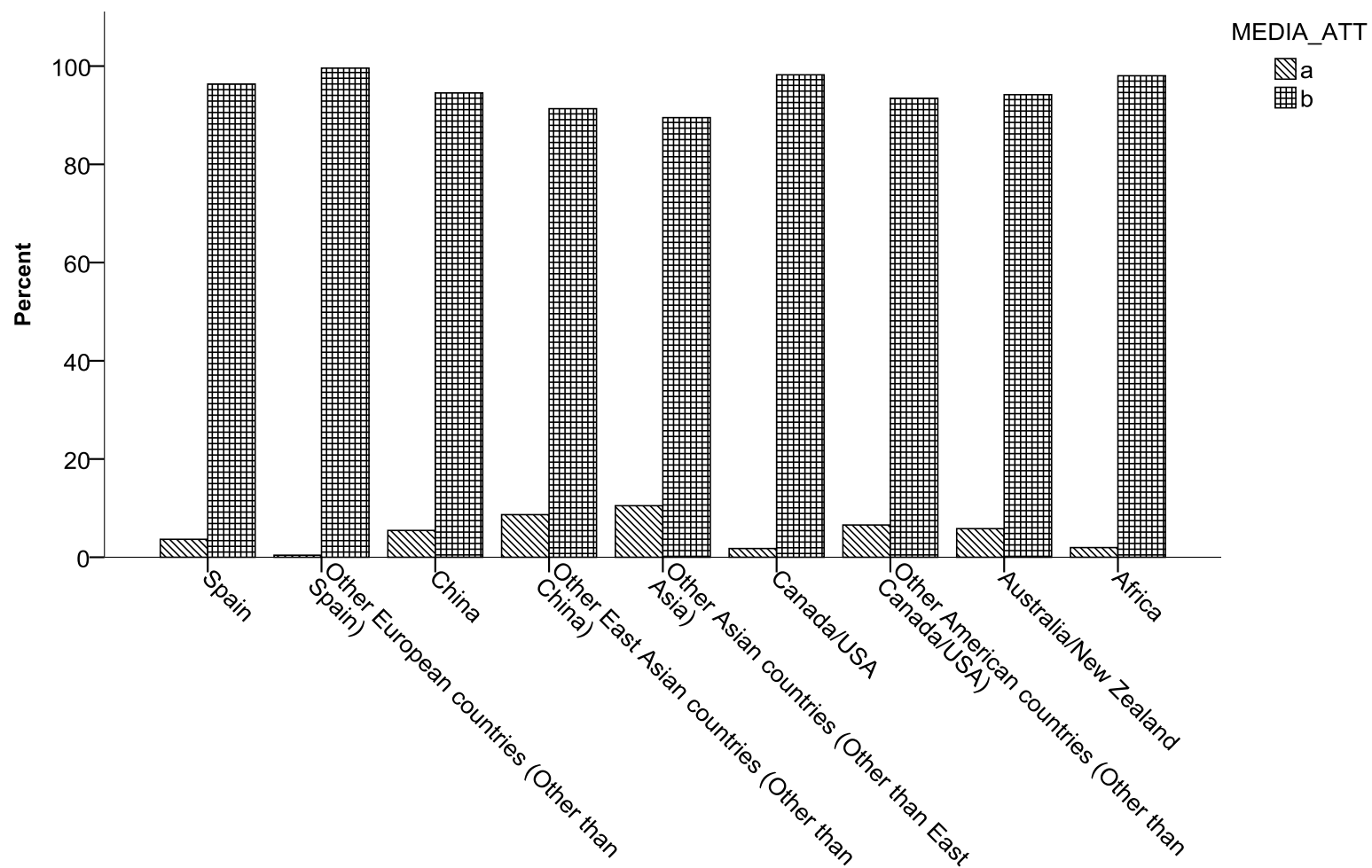


Figure 5-13: MEDIA_ATT clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		MEDIA_SHR		Total
		a	b	
Spain	Count	195	5,141	5,336
	% within REGION	3.7%	96.3%	100.0%
	% within MEDIA_SHR	39.2%	48.2%	47.8%
Other European countries (Other than Spain)	Count	4	715	719
	% within REGION	.6%	99.4%	100.0%
	% within MEDIA_SHR	.8%	6.7%	6.4%
China	Count	123	2,112	2,235
	% within REGION	5.5%	94.5%	100.0%
	% within MEDIA_SHR	24.7%	19.8%	20.0%
Other East Asian countries (Other than China)	Count	30	316	346
	% within REGION	8.7%	91.3%	100.0%
	% within MEDIA_SHR	6.0%	3.0%	3.1%
Other Asian countries (Other than East Asia)	Count	60	512	572
	% within REGION	10.5%	89.5%	100.0%
	% within MEDIA_SHR	12.1%	4.8%	5.1%
Canada/USA	Count	11	608	619
	% within REGION	1.8%	98.2%	100.0%
	% within MEDIA_SHR	2.2%	5.7%	5.5%
Other American countries (Other than Canada/USA)	Count	53	754	807
	% within REGION	6.6%	93.4%	100.0%
	% within MEDIA_SHR	10.7%	7.1%	7.2%
Australia/New Zealand	Count	16	259	275
	% within REGION	5.8%	94.2%	100.0%
	% within MEDIA_SHR	3.2%	2.4%	2.5%
Africa	Count	5	249	254
	% within REGION	2.0%	98.0%	100.0%
	% within MEDIA_SHR	1.0%	2.3%	2.3%
Total	Count	497	10,666	11,163
	% within REGION	4.5%	95.5%	100.0%
	% within MEDIA_SHR	100.0%	100.0%	100.0%

Table 5-12: REGION * MEDIA_SHR cross-tabulation

Source: Own Study

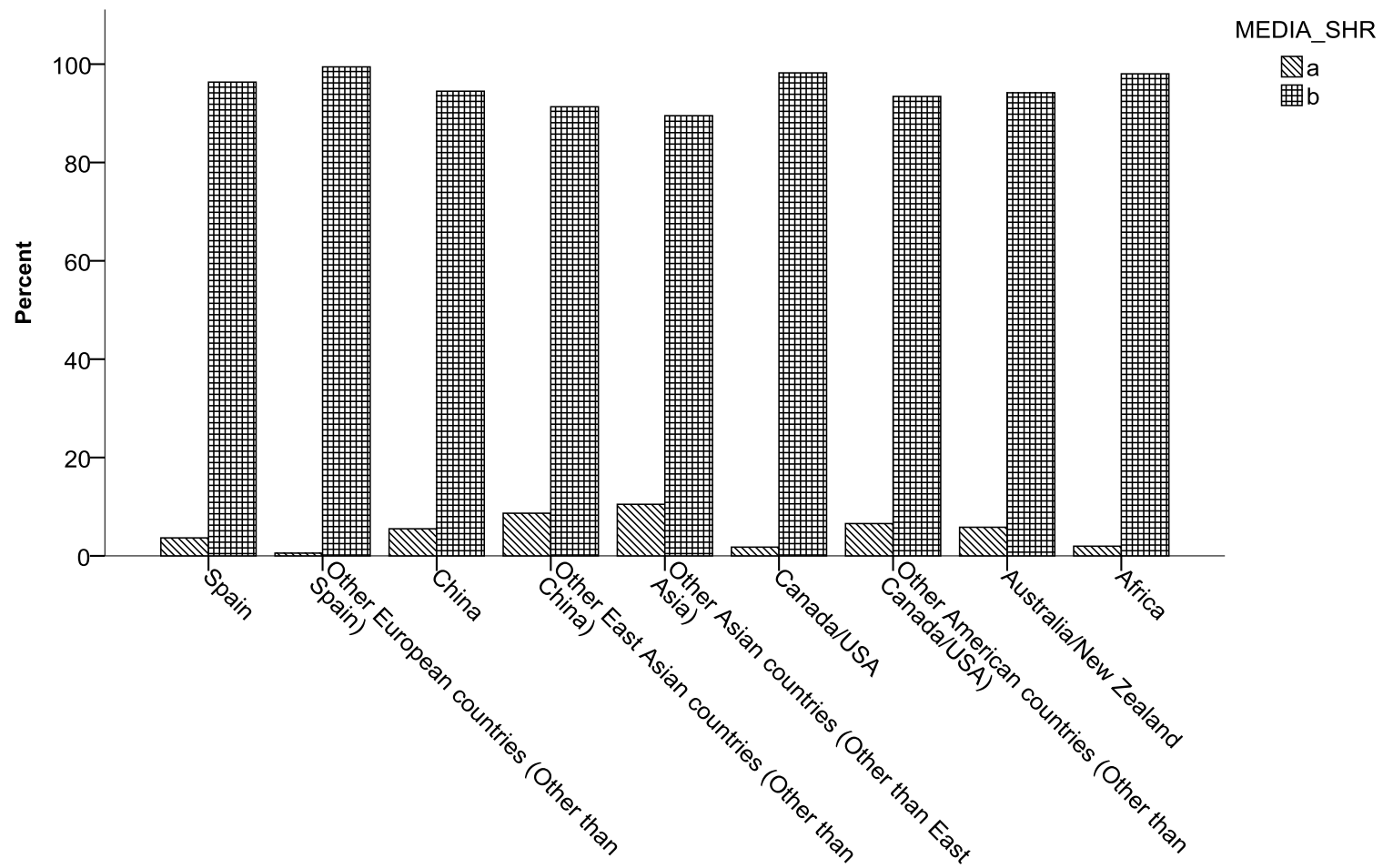


Figure 5-14: MEDIA_SHR clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		USR_CONT_ATT		Total
		a	b	
Spain	Count	1,589	3,747	5,336
	% within REGION	29.8%	70.2%	100.0%
	% within USR_CONT_ATT	51.3%	46.5%	47.8%
Other European countries (Other than Spain)	Count	207	512	719
	% within REGION	28.8%	71.2%	100.0%
	% within USR_CONT_ATT	6.7%	6.3%	6.4%
China	Count	489	1,746	2,235
	% within REGION	21.9%	78.1%	100.0%
	% within USR_CONT_ATT	15.8%	21.6%	20.0%
Other East Asian countries (Other than China)	Count	84	262	346
	% within REGION	24.3%	75.7%	100.0%
	% within USR_CONT_ATT	2.7%	3.2%	3.1%
Other Asian countries (Other than East Asia)	Count	176	396	572
	% within REGION	30.8%	69.2%	100.0%
	% within USR_CONT_ATT	5.7%	4.9%	5.1%
Canada/USA	Count	188	431	619
	% within REGION	30.4%	69.6%	100.0%
	% within USR_CONT_ATT	6.1%	5.3%	5.5%
Other American countries (Other than Canada/USA)	Count	197	610	807
	% within REGION	24.4%	75.6%	100.0%
	% within USR_CONT_ATT	6.4%	7.6%	7.2%
Australia/New Zealand	Count	83	192	275
	% within REGION	30.2%	69.8%	100.0%
	% within USR_CONT_ATT	2.7%	2.4%	2.5%
Africa	Count	85	169	254
	% within REGION	33.5%	66.5%	100.0%
	% within USR_CONT_ATT	2.7%	2.1%	2.3%
Total	Count	3,098	8,065	11,163
	% within REGION	27.8%	72.2%	100.0%
	% within USR_CONT_ATT	100.0%	100.0%	100.0%

Table 5-13: REGION * USR_CONT_ATT cross-tabulation

Source: Own Study

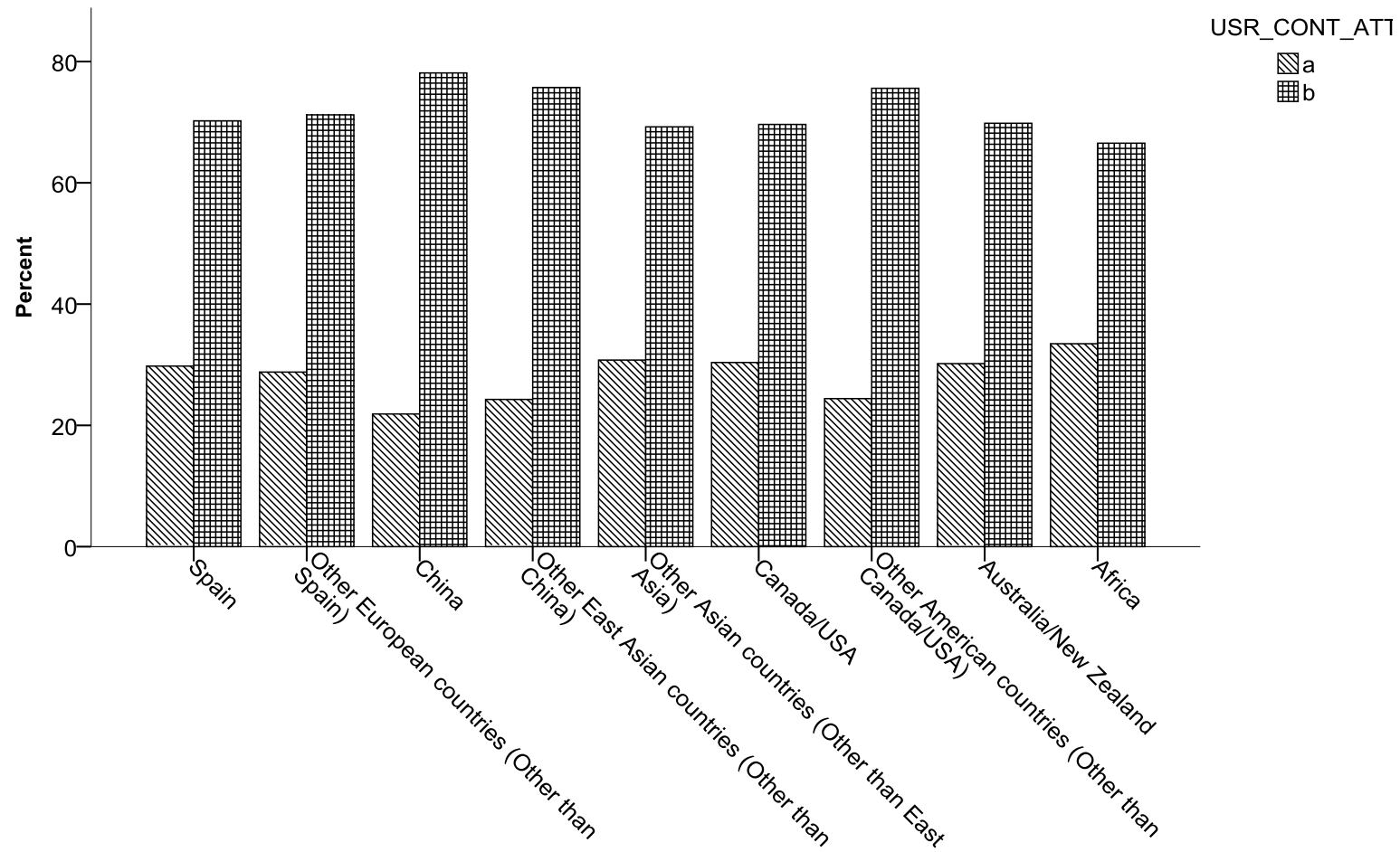


Figure 5-15: USR_CONT_ATT clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		USR_CONT_SHR		Total
		a	b	
Spain	Count	1,588	3,748	5,336
	% within REGION	29.8%	70.2%	100.0%
	% within USR_CONT_SHR	51.3%	46.5%	47.8%
Other European countries (Other than Spain)	Count	207	512	719
	% within REGION	28.8%	71.2%	100.0%
	% within USR_CONT_SHR	6.7%	6.3%	6.4%
China	Count	488	1,747	2,235
	% within REGION	21.8%	78.2%	100.0%
	% within USR_CONT_SHR	15.8%	21.7%	20.0%
Other East Asian countries (Other than China)	Count	84	262	346
	% within REGION	24.3%	75.7%	100.0%
	% within USR_CONT_SHR	2.7%	3.2%	3.1%
Other Asian countries (Other than East Asia)	Count	176	396	572
	% within REGION	30.8%	69.2%	100.0%
	% within USR_CONT_SHR	5.7%	4.9%	5.1%
Canada/USA	Count	188	431	619
	% within REGION	30.4%	69.6%	100.0%
	% within USR_CONT_SHR	6.1%	5.3%	5.5%
Other American countries (Other than Canada/USA)	Count	197	610	807
	% within REGION	24.4%	75.6%	100.0%
	% within USR_CONT_SHR	6.4%	7.6%	7.2%
Australia/New Zealand	Count	83	192	275
	% within REGION	30.2%	69.8%	100.0%
	% within USR_CONT_SHR	2.7%	2.4%	2.5%
Africa	Count	86	168	254
	% within REGION	33.9%	66.1%	100.0%
	% within USR_CONT_SHR	2.8%	2.1%	2.3%
Total	Count	3,097	8,066	11,163
	% within REGION	27.7%	72.3%	100.0%
	% within USR_CONT_SHR	100.0%	100.0%	100.0%

Table 5-14: REGION * USR_CONT_SHR cross-tabulation

Source: Own Study

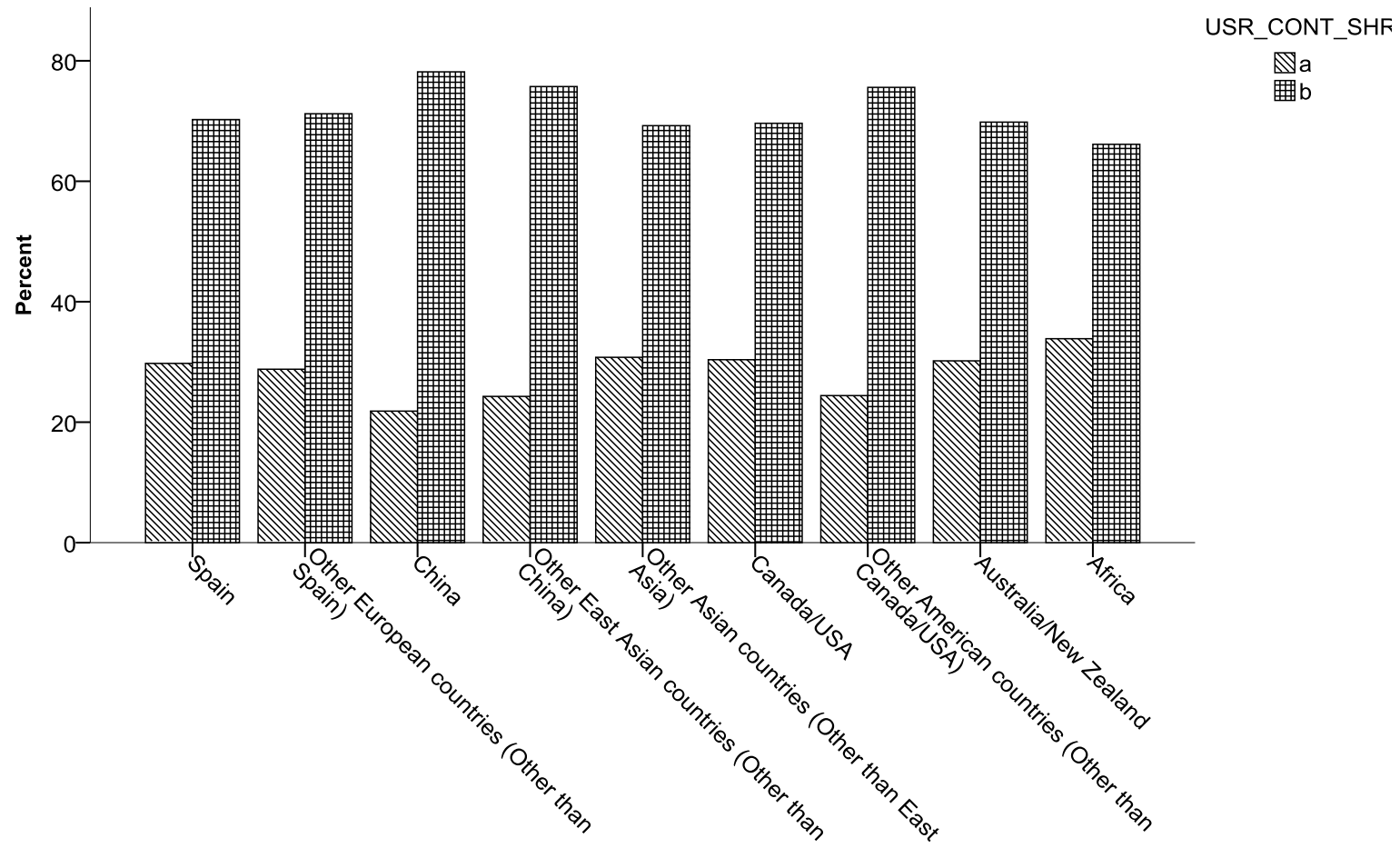


Figure 5-16: USR_CONT_SHR clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		USR_CONT_TRST		Total
		a	b	
Spain	Count	1,588	3,748	5,336
	% within REGION	29.8%	70.2%	100.0%
	% within USR_CONT_TRST	51.3%	46.5%	47.8%
Other European countries (Other than Spain)	Count	207	512	719
	% within REGION	28.8%	71.2%	100.0%
	% within USR_CONT_TRST	6.7%	6.3%	6.4%
China	Count	489	1,746	2,235
	% within REGION	21.9%	78.1%	100.0%
	% within USR_CONT_TRST	15.8%	21.6%	20.0%
Other East Asian countries (Other than China)	Count	84	262	346
	% within REGION	24.3%	75.7%	100.0%
	% within USR_CONT_TRST	2.7%	3.2%	3.1%
Other Asian countries (Other than East Asia)	Count	176	396	572
	% within REGION	30.8%	69.2%	100.0%
	% within USR_CONT_TRST	5.7%	4.9%	5.1%
Canada/USA	Count	188	431	619
	% within REGION	30.4%	69.6%	100.0%
	% within USR_CONT_TRST	6.1%	5.3%	5.5%
Other American countries (Other than Canada/USA)	Count	197	610	807
	% within REGION	24.4%	75.6%	100.0%
	% within USR_CONT_TRST	6.4%	7.6%	7.2%
Australia/New Zealand	Count	83	192	275
	% within REGION	30.2%	69.8%	100.0%
	% within USR_CONT_TRST	2.7%	2.4%	2.5%
Africa	Count	86	168	254
	% within REGION	33.9%	66.1%	100.0%
	% within USR_CONT_TRST	2.8%	2.1%	2.3%
Total	Count	3,098	8,065	11,163
	% within REGION	27.8%	72.2%	100.0%
	% within USR_CONT_TRST	100.0%	100.0%	100.0%

Table 5-15: REGION * USR_CONT_TRST cross-tabulation

Source: Own Study

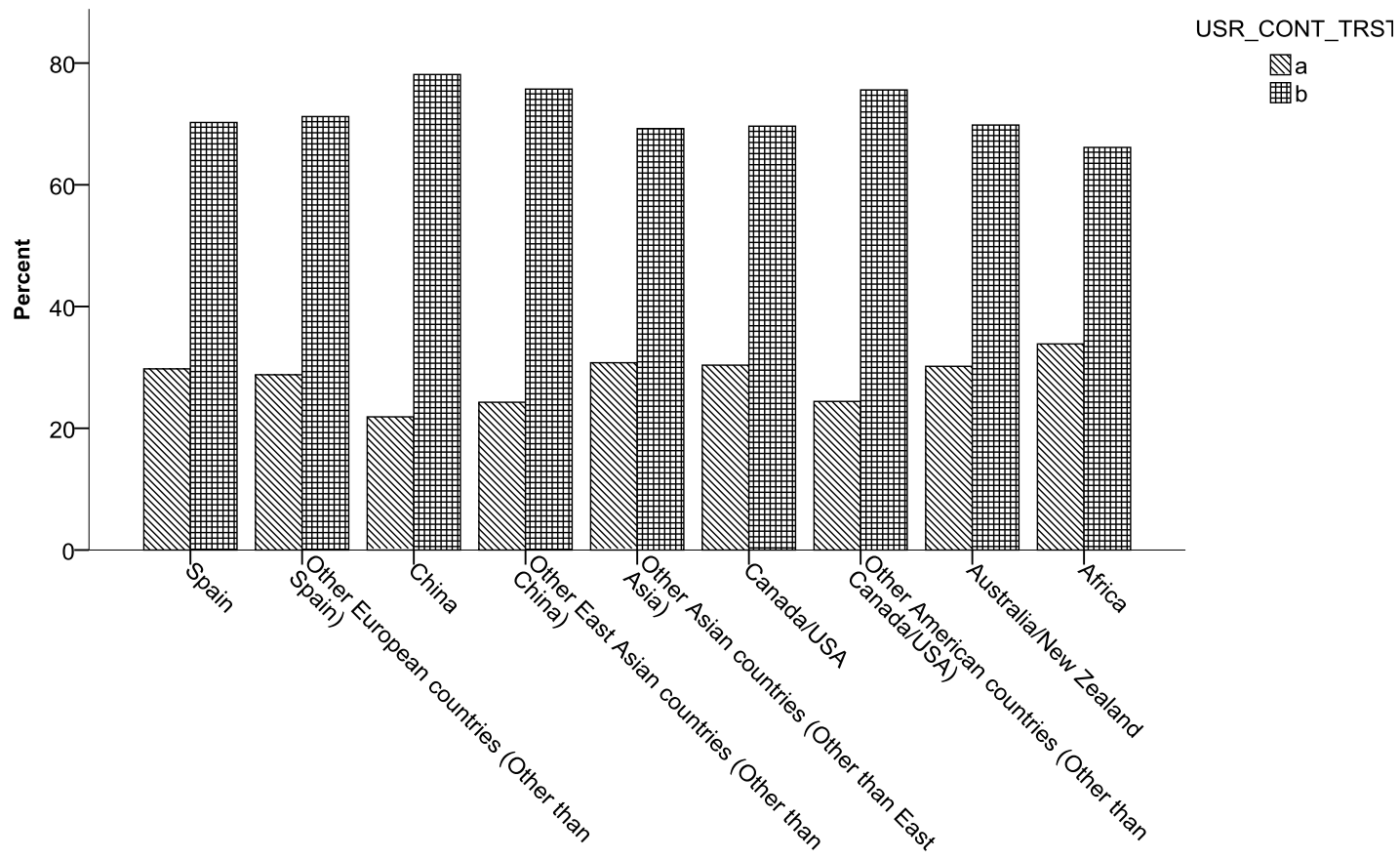


Figure 5-17: USR_CONT_TRST clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		CMNT_PSTV_ATT		Total
		a	b	
Spain	Count	1,720	3,616	5,336
	% within REGION	32.2%	67.8%	100.0%
	% within CMNT_PSTV_ATT	47.7%	47.8%	47.8%
Other European countries (Other than Spain)	Count	224	495	719
	% within REGION	31.2%	68.8%	100.0%
	% within CMNT_PSTV_ATT	6.2%	6.5%	6.4%
China	Count	737	1,498	2,235
	% within REGION	33.0%	67.0%	100.0%
	% within CMNT_PSTV_ATT	20.5%	19.8%	20.0%
Other East Asian countries (Other than China)	Count	128	218	346
	% within REGION	37.0%	63.0%	100.0%
	% within CMNT_PSTV_ATT	3.6%	2.9%	3.1%
Other Asian countries (Other than East Asia)	Count	168	404	572
	% within REGION	29.4%	70.6%	100.0%
	% within CMNT_PSTV_ATT	4.7%	5.3%	5.1%
Canada/USA	Count	206	413	619
	% within REGION	33.3%	66.7%	100.0%
	% within CMNT_PSTV_ATT	5.7%	5.5%	5.5%
Other American countries (Other than Canada/USA)	Count	248	559	807
	% within REGION	30.7%	69.3%	100.0%
	% within CMNT_PSTV_ATT	6.9%	7.4%	7.2%
Australia/New Zealand	Count	81	194	275
	% within REGION	29.5%	70.5%	100.0%
	% within CMNT_PSTV_ATT	2.2%	2.6%	2.5%
Africa	Count	91	163	254
	% within REGION	35.8%	64.2%	100.0%
	% within CMNT_PSTV_ATT	2.5%	2.2%	2.3%
Total	Count	3,603	7,560	11,163
	% within REGION	32.3%	67.7%	100.0%
	% within CMNT_PSTV_ATT	100.0%	100.0%	100.0%

Table 5-16: REGION * CMNT_PSTV_ATT cross-tabulation

Source: Own Study

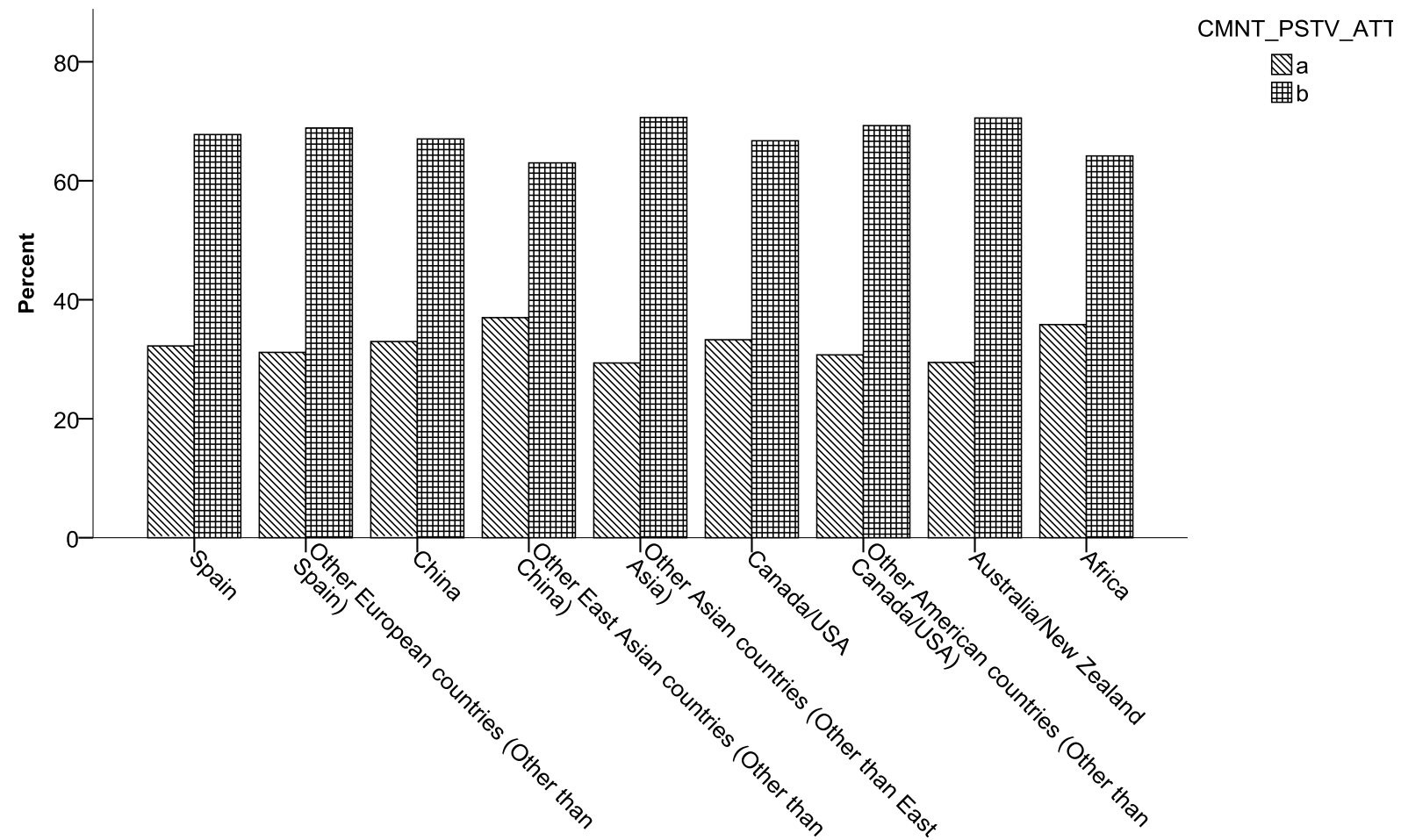


Figure 5-18: CMNT_PSTV_ATT clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		CMNT_PSTV_SHR		Total
		a	b	
Spain	Count	1,720	3,616	5,336
	% within REGION	32.2%	67.8%	100.0%
	% within CMNT_PSTV_SHR	47.8%	47.8%	47.8%
Other European countries (Other than Spain)	Count	224	495	719
	% within REGION	31.2%	68.8%	100.0%
	% within CMNT_PSTV_SHR	6.2%	6.5%	6.4%
China	Count	737	1,498	2,235
	% within REGION	33.0%	67.0%	100.0%
	% within CMNT_PSTV_SHR	20.5%	19.8%	20.0%
Other East Asian countries (Other than China)	Count	128	218	346
	% within REGION	37.0%	63.0%	100.0%
	% within CMNT_PSTV_SHR	3.6%	2.9%	3.1%
Other Asian countries (Other than East Asia)	Count	168	404	572
	% within REGION	29.4%	70.6%	100.0%
	% within CMNT_PSTV_SHR	4.7%	5.3%	5.1%
Canada/USA	Count	206	413	619
	% within REGION	33.3%	66.7%	100.0%
	% within CMNT_PSTV_SHR	5.7%	5.5%	5.5%
Other American countries (Other than Canada/USA)	Count	248	559	807
	% within REGION	30.7%	69.3%	100.0%
	% within CMNT_PSTV_SHR	6.9%	7.4%	7.2%
Australia/New Zealand	Count	81	194	275
	% within REGION	29.5%	70.5%	100.0%
	% within CMNT_PSTV_SHR	2.2%	2.6%	2.5%
Africa	Count	90	164	254
	% within REGION	35.4%	64.6%	100.0%
	% within CMNT_PSTV_SHR	2.5%	2.2%	2.3%
Total	Count	3,602	7,561	11,163
	% within REGION	32.3%	67.7%	100.0%
	% within CMNT_PSTV_SHR	100.0%	100.0%	100.0%

Table 5-17: REGION * CMNT_PSTV_SHR cross-tabulation

Source: Own Study

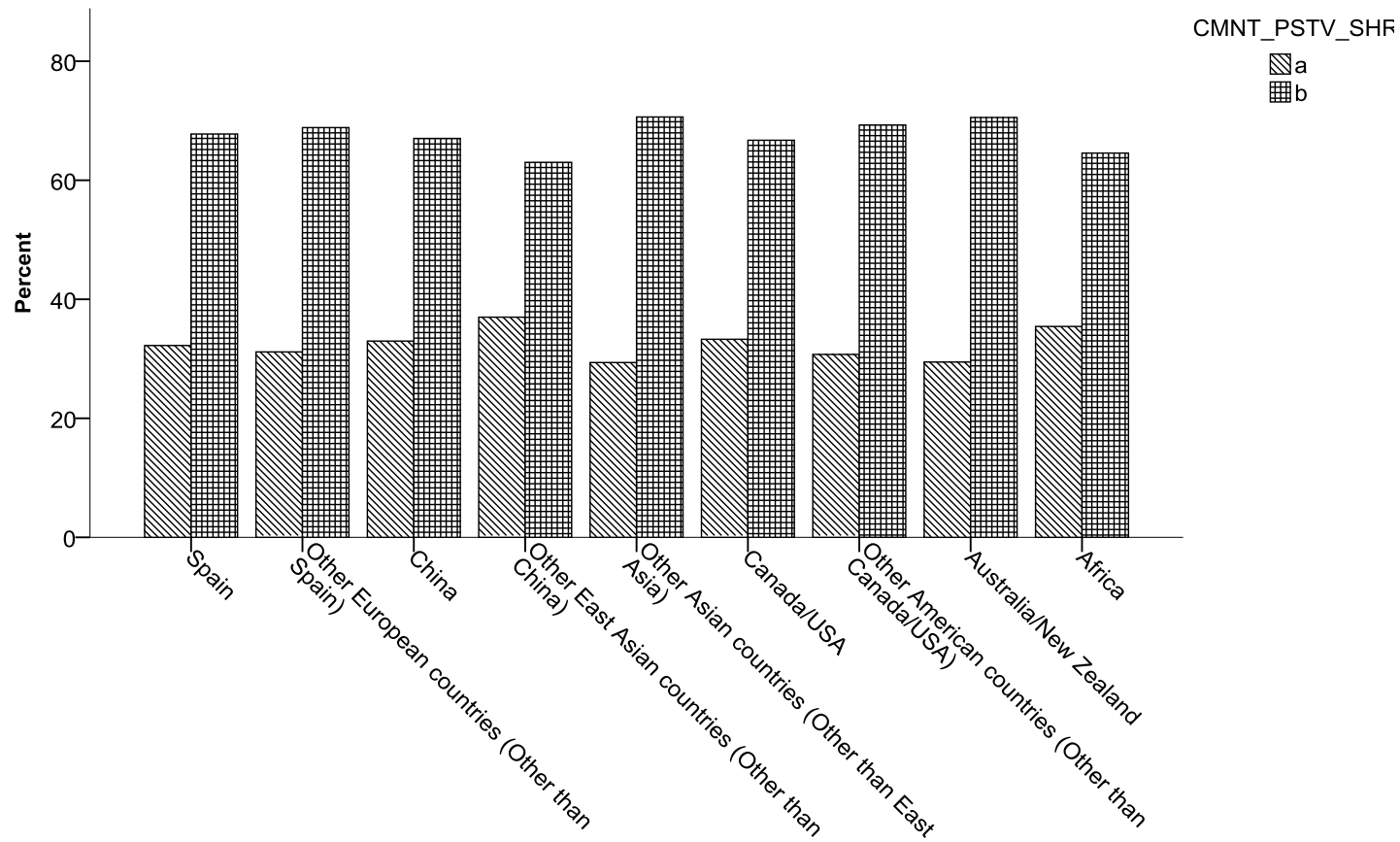


Figure 5-19: CMNT_PSTV_SHR clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		CMNT_PSTV_TRST		Total
		a	b	
Spain	Count	1,720	3,616	5,336
	% within REGION	32.2%	67.8%	100.0%
	% within CMNT_PSTV_TRST	47.7%	47.8%	47.8%
Other European countries (Other than Spain)	Count	224	495	719
	% within REGION	31.2%	68.8%	100.0%
	% within CMNT_PSTV_TRST	6.2%	6.5%	6.4%
China	Count	738	1,497	2,235
	% within REGION	33.0%	67.0%	100.0%
	% within CMNT_PSTV_TRST	20.5%	19.8%	20.0%
Other East Asian countries (Other than China)	Count	128	218	346
	% within REGION	37.0%	63.0%	100.0%
	% within CMNT_PSTV_TRST	3.6%	2.9%	3.1%
Other Asian countries (Other than East Asia)	Count	168	404	572
	% within REGION	29.4%	70.6%	100.0%
	% within CMNT_PSTV_TRST	4.7%	5.3%	5.1%
Canada/USA	Count	206	413	619
	% within REGION	33.3%	66.7%	100.0%
	% within CMNT_PSTV_TRST	5.7%	5.5%	5.5%
Other American countries (Other than Canada/USA)	Count	248	559	807
	% within REGION	30.7%	69.3%	100.0%
	% within CMNT_PSTV_TRST	6.9%	7.4%	7.2%
Australia/New Zealand	Count	81	194	275
	% within REGION	29.5%	70.5%	100.0%
	% within CMNT_PSTV_TRST	2.2%	2.6%	2.5%
Africa	Count	91	163	254
	% within REGION	35.8%	64.2%	100.0%
	% within CMNT_PSTV_TRST	2.5%	2.2%	2.3%
Total	Count	3,604	7,559	11,163
	% within REGION	32.3%	67.7%	100.0%
	% within CMNT_PSTV_TRST	100.0%	100.0%	100.0%

Table 5-18: REGION * CMNT_PSTV_TRST cross-tabulation

Source: Own Study

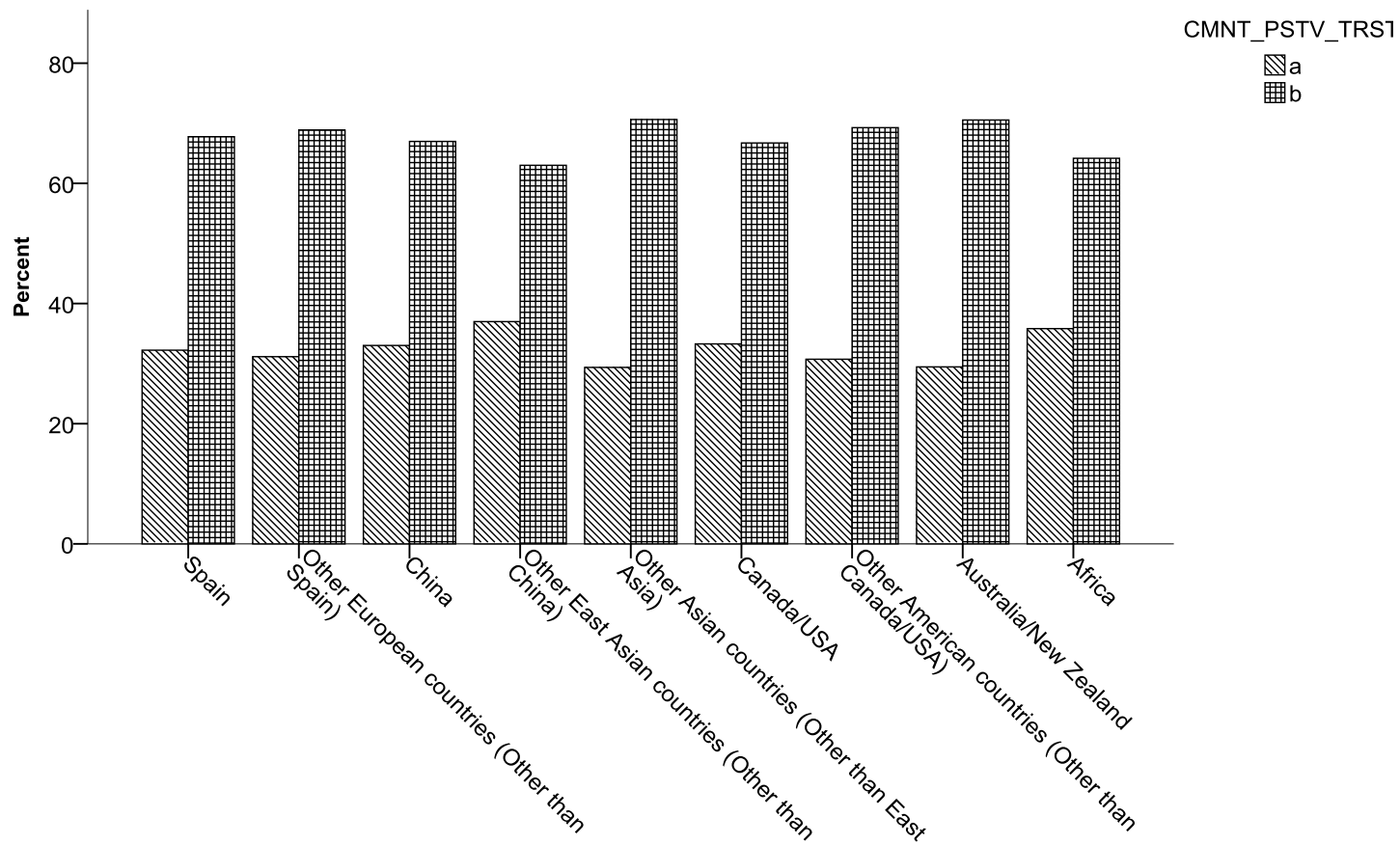


Figure 5-20: CMNT_PSTV_TRST clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		CMNT_NEG_ATT		Total
		a	b	
Spain	Count	608	4,728	5,336
	% within REGION	11.4%	88.6%	100.0%
	% within CMNT_NEG_ATT	45.6%	48.1%	47.8%
Other European countries (Other than Spain)	Count	48	671	719
	% within REGION	6.7%	93.3%	100.0%
	% within CMNT_NEG_ATT	3.6%	6.8%	6.4%
China	Count	349	1,886	2,235
	% within REGION	15.6%	84.4%	100.0%
	% within CMNT_NEG_ATT	26.2%	19.2%	20.0%
Other East Asian countries (Other than China)	Count	39	307	346
	% within REGION	11.3%	88.7%	100.0%
	% within CMNT_NEG_ATT	2.9%	3.1%	3.1%
Other Asian countries (Other than East Asia)	Count	49	523	572
	% within REGION	8.6%	91.4%	100.0%
	% within CMNT_NEG_ATT	3.7%	5.3%	5.1%
Canada/USA	Count	58	561	619
	% within REGION	9.4%	90.6%	100.0%
	% within CMNT_NEG_ATT	4.3%	5.7%	5.5%
Other American countries (Other than Canada/USA)	Count	118	689	807
	% within REGION	14.6%	85.4%	100.0%
	% within CMNT_NEG_ATT	8.8%	7.0%	7.2%
Australia/New Zealand	Count	43	232	275
	% within REGION	15.6%	84.4%	100.0%
	% within CMNT_NEG_ATT	3.2%	2.4%	2.5%
Africa	Count	22	232	254
	% within REGION	8.7%	91.3%	100.0%
	% within CMNT_NEG_ATT	1.6%	2.4%	2.3%
Total	Count	1,334	9,829	11,163
	% within REGION	12.0%	88.0%	100.0%
	% within CMNT_NEG_ATT	100.0%	100.0%	100.0%

Table 5-19: REGION * CMNT_NEG_ATT cross-tabulation

Source: Own Study

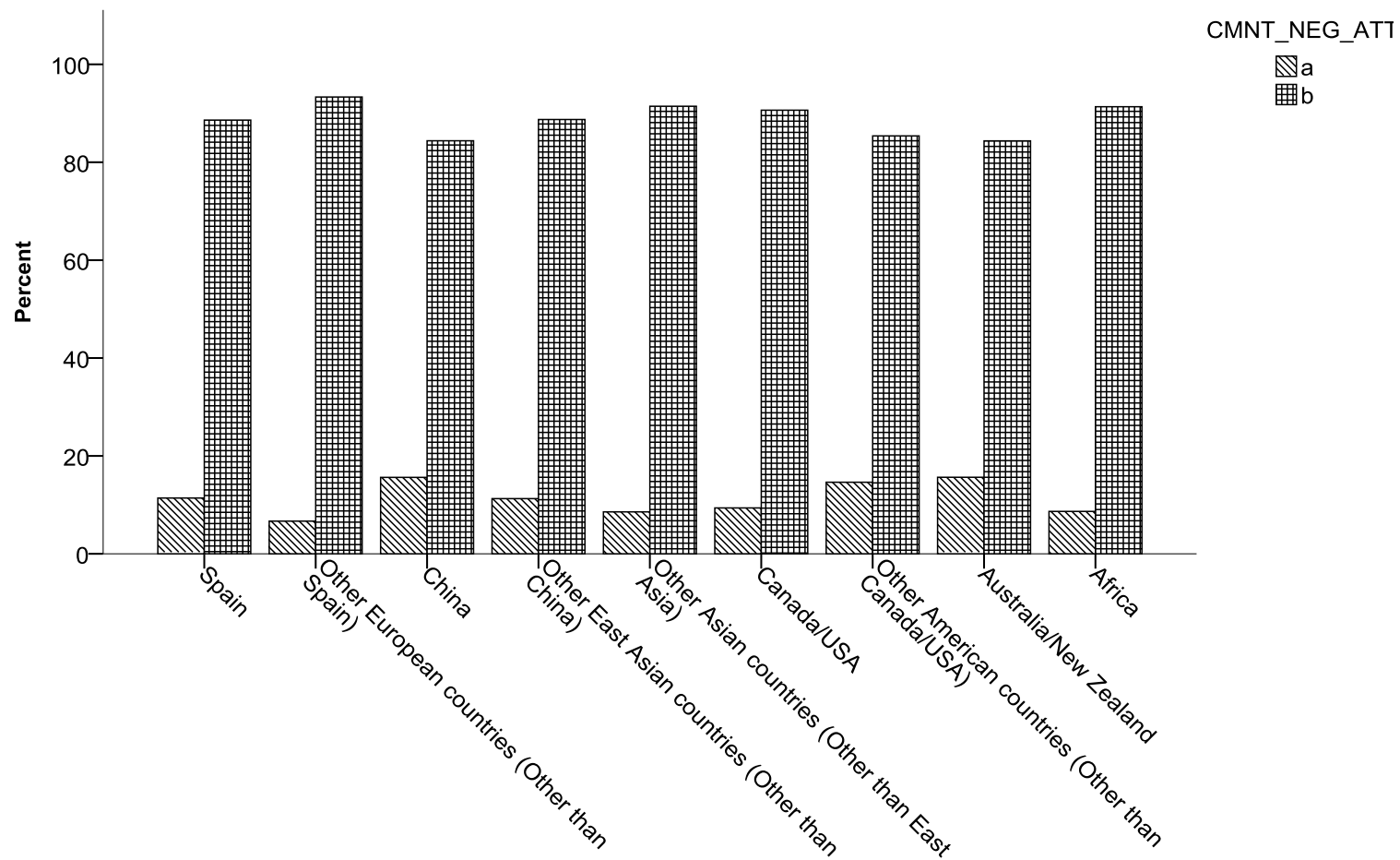


Figure 5-21: CMNT_NEG_ATT clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		CMNT_NEG_SHR		Total
		a	b	
Spain	Count	608	4,728	5,336
	% within REGION	11.4%	88.6%	100.0%
	% within CMNT_NEG_SHR	45.6%	48.1%	47.8%
Other European countries (Other than Spain)	Count	48	671	719
	% within REGION	6.7%	93.3%	100.0%
	% within CMNT_NEG_SHR	3.6%	6.8%	6.4%
China	Count	349	1,886	2,235
	% within REGION	15.6%	84.4%	100.0%
	% within CMNT_NEG_SHR	26.2%	19.2%	20.0%
Other East Asian countries (Other than China)	Count	39	307	346
	% within REGION	11.3%	88.7%	100.0%
	% within CMNT_NEG_SHR	2.9%	3.1%	3.1%
Other Asian countries (Other than East Asia)	Count	49	523	572
	% within REGION	8.6%	91.4%	100.0%
	% within CMNT_NEG_SHR	3.7%	5.3%	5.1%
Canada/USA	Count	58	561	619
	% within REGION	9.4%	90.6%	100.0%
	% within CMNT_NEG_SHR	4.3%	5.7%	5.5%
Other American countries (Other than Canada/USA)	Count	118	689	807
	% within REGION	14.6%	85.4%	100.0%
	% within CMNT_NEG_SHR	8.8%	7.0%	7.2%
Australia/New Zealand	Count	43	232	275
	% within REGION	15.6%	84.4%	100.0%
	% within CMNT_NEG_SHR	3.2%	2.4%	2.5%
Africa	Count	22	232	254
	% within REGION	8.7%	91.3%	100.0%
	% within CMNT_NEG_SHR	1.6%	2.4%	2.3%
Total	Count	1,334	9,829	11,163
	% within REGION	12.0%	88.0%	100.0%
	% within CMNT_NEG_SHR	100.0%	100.0%	100.0%

Table 5-20: REGION * CMNT_NEG_SHR cross-tabulation

Source: Own Study

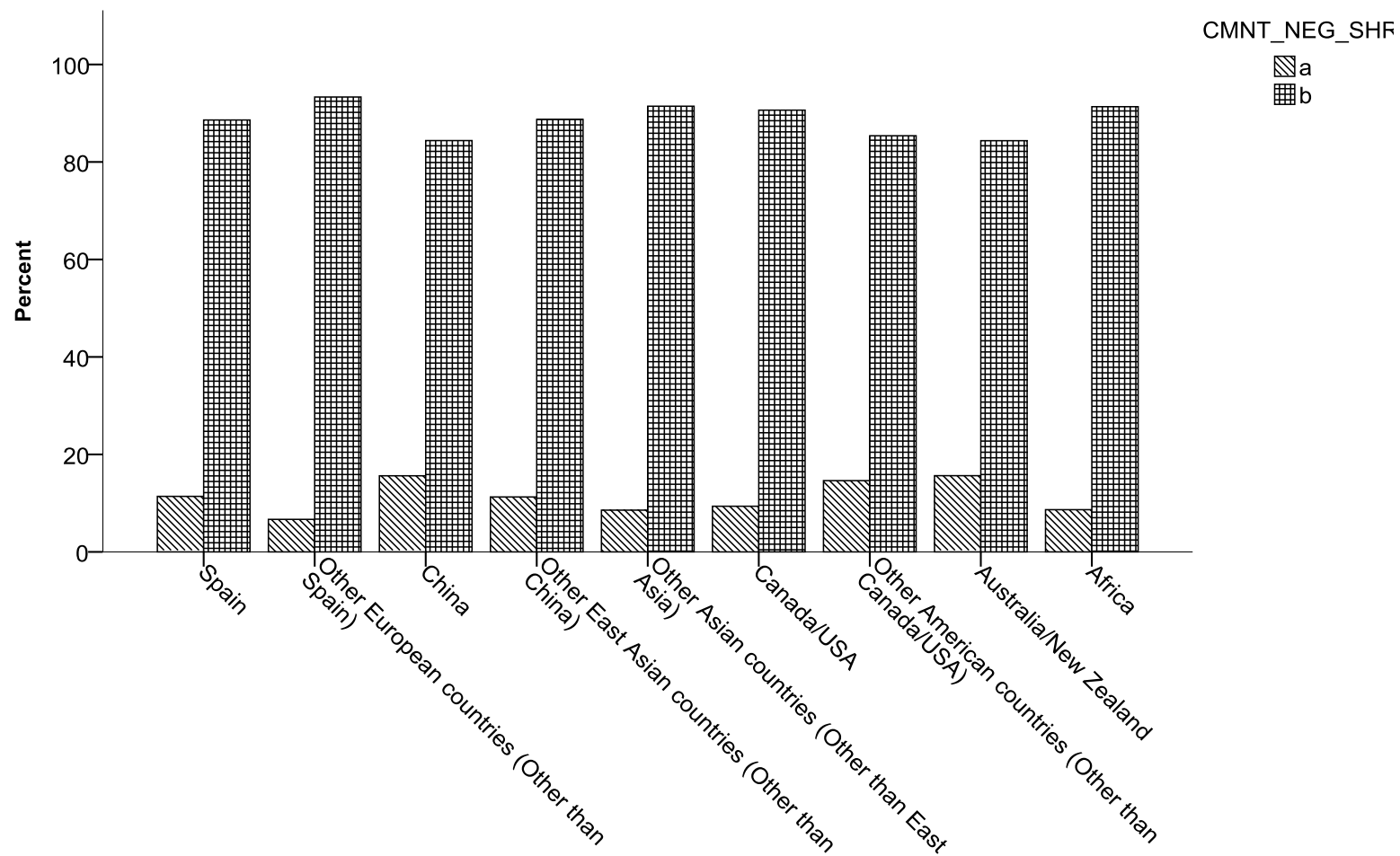


Figure 5-22: CMNT_NEG_SHR clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		CMNT_NEG_TRST		Total
		a	b	
Spain	Count	608	4,728	5,336
	% within REGION	11.4%	88.6%	100.0%
	% within CMNT_NEG_TRST	45.5%	48.1%	47.8%
Other European countries (Other than Spain)	Count	48	671	719
	% within REGION	6.7%	93.3%	100.0%
	% within CMNT_NEG_TRST	3.6%	6.8%	6.4%
China	Count	350	1,885	2,235
	% within REGION	15.7%	84.3%	100.0%
	% within CMNT_NEG_TRST	26.2%	19.2%	20.0%
Other East Asian countries (Other than China)	Count	39	307	346
	% within REGION	11.3%	88.7%	100.0%
	% within CMNT_NEG_TRST	2.9%	3.1%	3.1%
Other Asian countries (Other than East Asia)	Count	49	523	572
	% within REGION	8.6%	91.4%	100.0%
	% within CMNT_NEG_TRST	3.7%	5.3%	5.1%
Canada/USA	Count	58	561	619
	% within REGION	9.4%	90.6%	100.0%
	% within CMNT_NEG_TRST	4.3%	5.7%	5.5%
Other American countries (Other than Canada/USA)	Count	118	689	807
	% within REGION	14.6%	85.4%	100.0%
	% within CMNT_NEG_TRST	8.8%	7.0%	7.2%
Australia/New Zealand	Count	43	232	275
	% within REGION	15.6%	84.4%	100.0%
	% within CMNT_NEG_TRST	3.2%	2.4%	2.5%
Africa	Count	22	232	254
	% within REGION	8.7%	91.3%	100.0%
	% within CMNT_NEG_TRST	1.6%	2.4%	2.3%
Total	Count	1,335	9,828	11,163
	% within REGION	12.0%	88.0%	100.0%
	% within CMNT_NEG_TRST	100.0%	100.0%	100.0%

Table 5-21: REGION * CMNT_NEG_TRST cross-tabulation

Source: Own Study

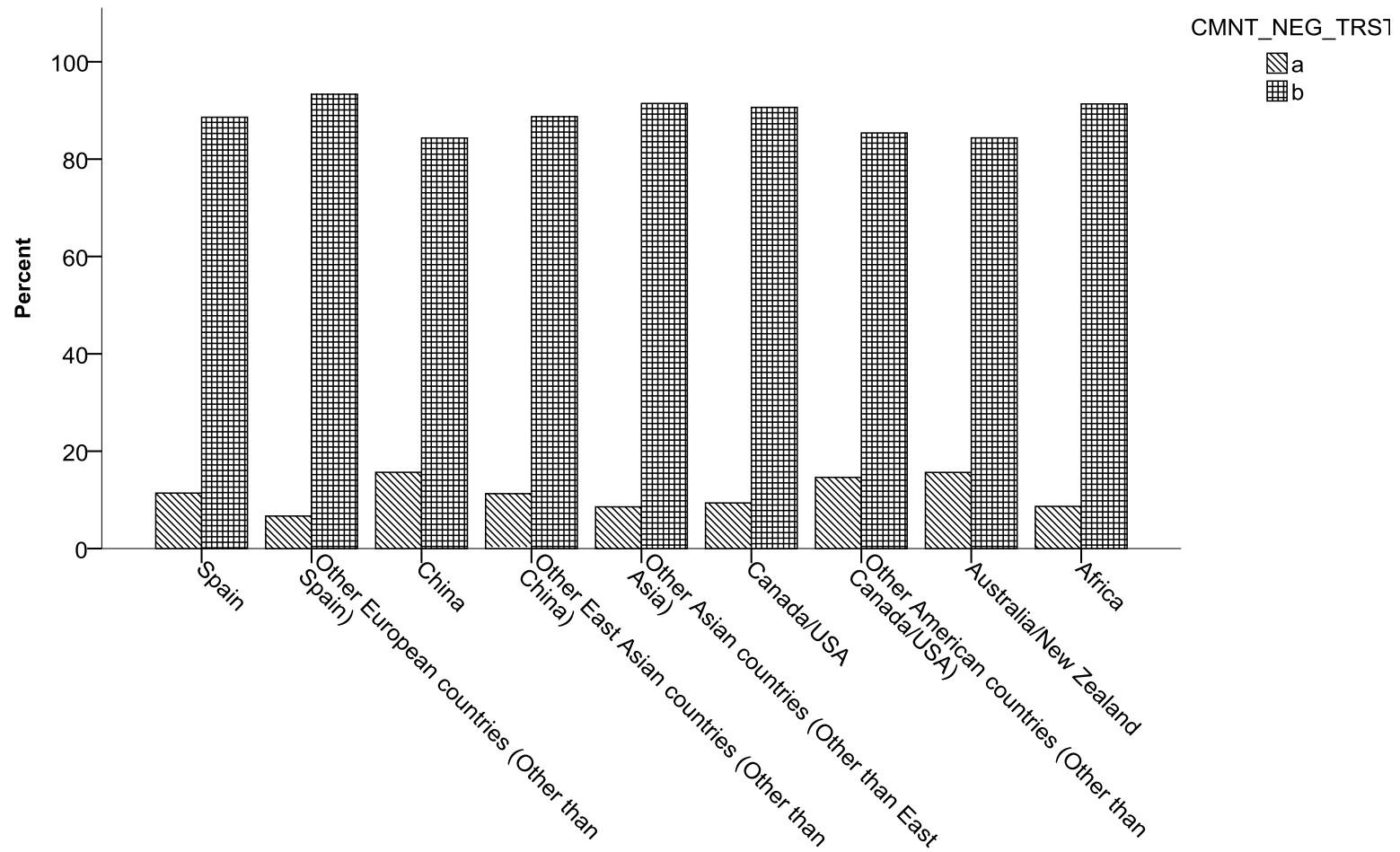


Figure 5-23: CMNT_NEG_TRST clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		PRO_CONT_ATT		Total
		a	b	
Spain	Count	2,097	3,239	5,336
	% within REGION	39.3%	60.7%	100.0%
	% within PRO_CONT_ATT	49.3%	46.9%	47.8%
Other European countries (Other than Spain)	Count	318	401	719
	% within REGION	44.2%	55.8%	100.0%
	% within PRO_CONT_ATT	7.5%	5.8%	6.4%
China	Count	770	1,465	2,235
	% within REGION	34.5%	65.5%	100.0%
	% within PRO_CONT_ATT	18.1%	21.2%	20.0%
Other East Asian countries (Other than China)	Count	107	239	346
	% within REGION	30.9%	69.1%	100.0%
	% within PRO_CONT_ATT	2.5%	3.5%	3.1%
Other Asian countries (Other than East Asia)	Count	232	340	572
	% within REGION	40.6%	59.4%	100.0%
	% within PRO_CONT_ATT	5.5%	4.9%	5.1%
Canada/USA	Count	241	378	619
	% within REGION	38.9%	61.1%	100.0%
	% within PRO_CONT_ATT	5.7%	5.5%	5.5%
Other American countries (Other than Canada/USA)	Count	285	522	807
	% within REGION	35.3%	64.7%	100.0%
	% within PRO_CONT_ATT	6.7%	7.6%	7.2%
Australia/New Zealand	Count	97	178	275
	% within REGION	35.3%	64.7%	100.0%
	% within PRO_CONT_ATT	2.3%	2.6%	2.5%
Africa	Count	108	146	254
	% within REGION	42.5%	57.5%	100.0%
	% within PRO_CONT_ATT	2.5%	2.1%	2.3%
Total	Count	4,255	6,908	11,163
	% within REGION	38.1%	61.9%	100.0%
	% within PRO_CONT_ATT	100.0%	100.0%	100.0%

Table 5-22: REGION * PRO_CONT_ATT cross-tabulation

Source: Own Study

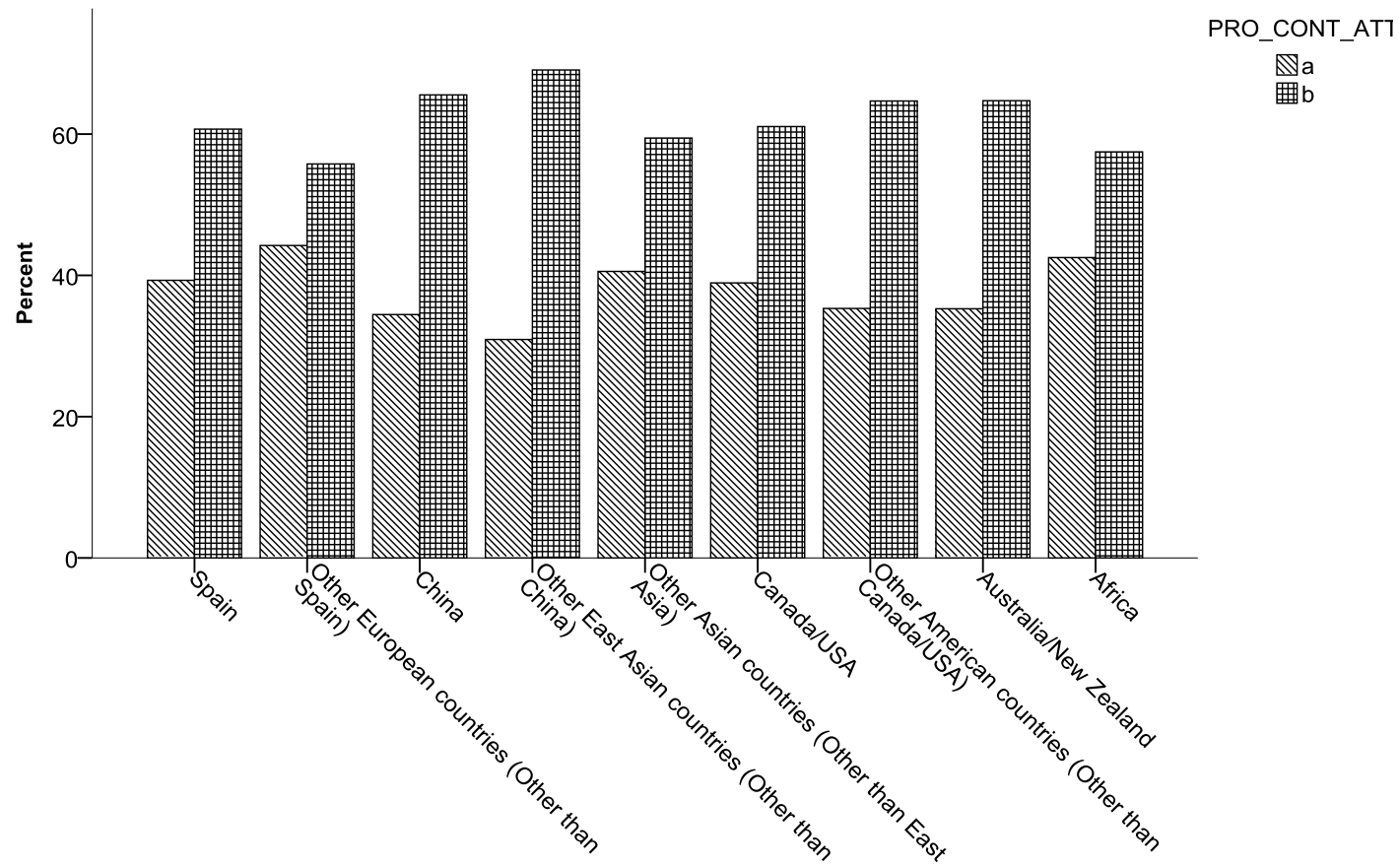


Figure 5-24: PRO_CONT_ATT clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		PRO_CONT_SHR		Total
		a	b	
Spain	Count	2,098	3,238	5,336
	% within REGION	39.3%	60.7%	100.0%
	% within PRO_CONT_SHR	49.3%	46.9%	47.8%
Other European countries (Other than Spain)	Count	318	401	719
	% within REGION	44.2%	55.8%	100.0%
	% within PRO_CONT_SHR	7.5%	5.8%	6.4%
China	Count	771	1,464	2,235
	% within REGION	34.5%	65.5%	100.0%
	% within PRO_CONT_SHR	18.1%	21.2%	20.0%
Other East Asian countries (Other than China)	Count	107	239	346
	% within REGION	30.9%	69.1%	100.0%
	% within PRO_CONT_SHR	2.5%	3.5%	3.1%
Other Asian countries (Other than East Asia)	Count	232	340	572
	% within REGION	40.6%	59.4%	100.0%
	% within PRO_CONT_SHR	5.4%	4.9%	5.1%
Canada/USA	Count	241	378	619
	% within REGION	38.9%	61.1%	100.0%
	% within PRO_CONT_SHR	5.7%	5.5%	5.5%
Other American countries (Other than Canada/USA)	Count	285	522	807
	% within REGION	35.3%	64.7%	100.0%
	% within PRO_CONT_SHR	6.7%	7.6%	7.2%
Australia/New Zealand	Count	97	178	275
	% within REGION	35.3%	64.7%	100.0%
	% within PRO_CONT_SHR	2.3%	2.6%	2.5%
Africa	Count	108	146	254
	% within REGION	42.5%	57.5%	100.0%
	% within PRO_CONT_SHR	2.5%	2.1%	2.3%
Total	Count	4,257	6,906	11,163
	% within REGION	38.1%	61.9%	100.0%
	% within PRO_CONT_SHR	100.0%	100.0%	100.0%

Table 5-23: REGION * PRO_CONT_SHR cross-tabulation

Source: Own Study

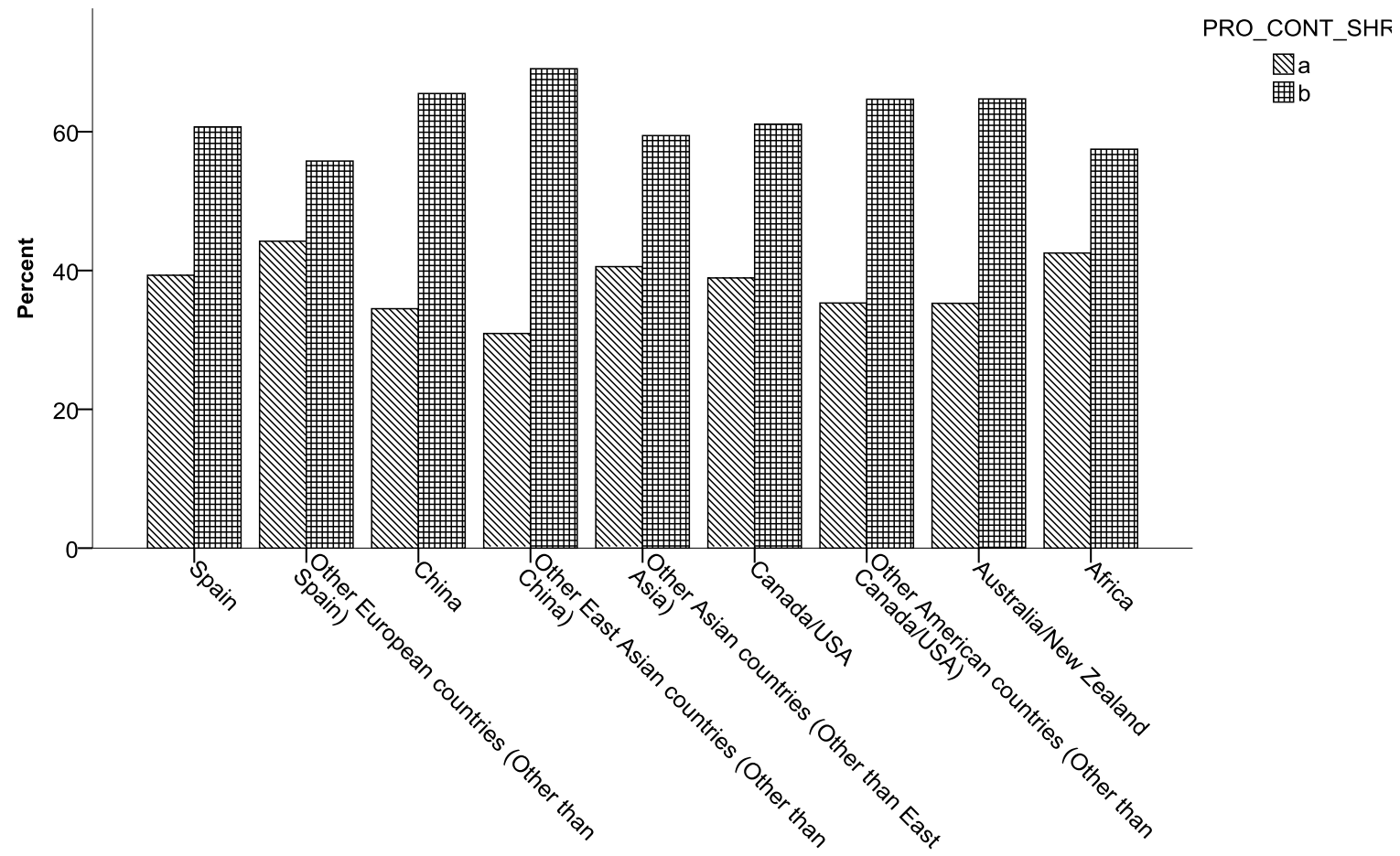


Figure 5-25: PRO_CONT_SHR clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		PRO_CONT_TRST		Total
		a	b	
Spain	Count	2,098	3,238	5,336
	% within REGION	39.3%	60.7%	100.0%
	% within PRO_CONT_TRST	49.3%	46.9%	47.8%
Other European countries (Other than Spain)	Count	318	401	719
	% within REGION	44.2%	55.8%	100.0%
	% within PRO_CONT_TRST	7.5%	5.8%	6.4%
China	Count	773	1,462	2,235
	% within REGION	34.6%	65.4%	100.0%
	% within PRO_CONT_TRST	18.1%	21.2%	20.0%
Other East Asian countries (Other than China)	Count	107	239	346
	% within REGION	30.9%	69.1%	100.0%
	% within PRO_CONT_TRST	2.5%	3.5%	3.1%
Other Asian countries (Other than East Asia)	Count	232	340	572
	% within REGION	40.6%	59.4%	100.0%
	% within PRO_CONT_TRST	5.4%	4.9%	5.1%
Canada/USA	Count	241	378	619
	% within REGION	38.9%	61.1%	100.0%
	% within PRO_CONT_TRST	5.7%	5.5%	5.5%
Other American countries (Other than Canada/USA)	Count	285	522	807
	% within REGION	35.3%	64.7%	100.0%
	% within PRO_CONT_TRST	6.7%	7.6%	7.2%
Australia/New Zealand	Count	97	178	275
	% within REGION	35.3%	64.7%	100.0%
	% within PRO_CONT_TRST	2.3%	2.6%	2.5%
Africa	Count	108	146	254
	% within REGION	42.5%	57.5%	100.0%
	% within PRO_CONT_TRST	2.5%	2.1%	2.3%
Total	Count	4,259	6,904	11,163
	% within REGION	38.2%	61.8%	100.0%
	% within PRO_CONT_TRST	100.0%	100.0%	100.0%

Table 5-24: REGION * PRO_CONT_TRST cross-tabulation

Source: Own Study

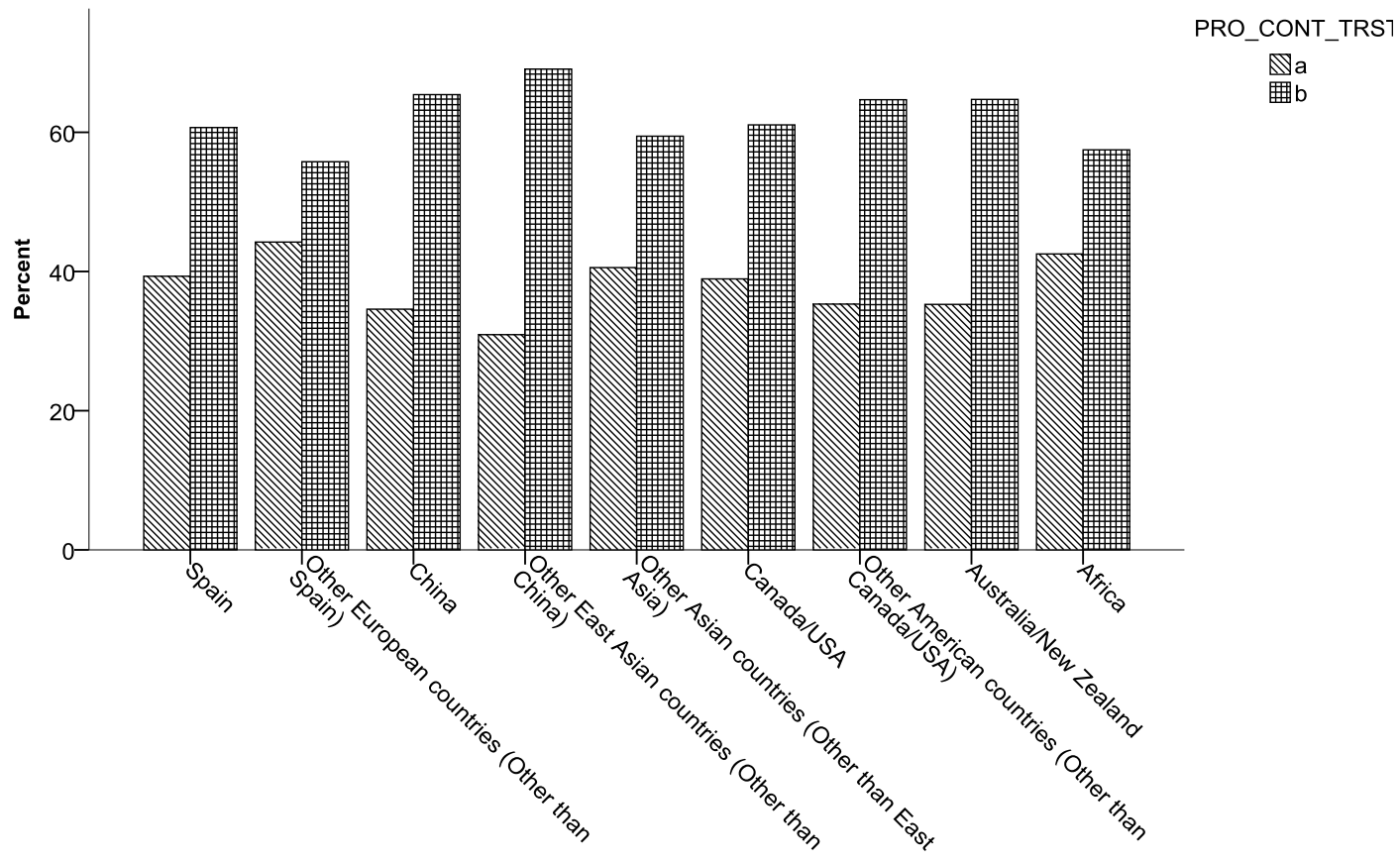


Figure 5-26: PRO_CONT_TRST clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		DIF_CHNL_ATT		Total
		a	b	
Spain	Count	372	4,964	5,336
	% within REGION	7.0%	93.0%	100.0%
	% within DIF_CHNL_ATT	51.2%	47.6%	47.8%
Other European countries (Other than Spain)	Count	41	678	719
	% within REGION	5.7%	94.3%	100.0%
	% within DIF_CHNL_ATT	5.6%	6.5%	6.4%
China	Count	136	2,099	2,235
	% within REGION	6.1%	93.9%	100.0%
	% within DIF_CHNL_ATT	18.7%	20.1%	20.0%
Other East Asian countries (Other than China)	Count	27	319	346
	% within REGION	7.8%	92.2%	100.0%
	% within DIF_CHNL_ATT	3.7%	3.1%	3.1%
Other Asian countries (Other than East Asia)	Count	22	550	572
	% within REGION	3.8%	96.2%	100.0%
	% within DIF_CHNL_ATT	3.0%	5.3%	5.1%
Canada/USA	Count	16	603	619
	% within REGION	2.6%	97.4%	100.0%
	% within DIF_CHNL_ATT	2.2%	5.8%	5.5%
Other American countries (Other than Canada/USA)	Count	79	728	807
	% within REGION	9.8%	90.2%	100.0%
	% within DIF_CHNL_ATT	10.9%	7.0%	7.2%
Australia/New Zealand	Count	22	253	275
	% within REGION	8.0%	92.0%	100.0%
	% within DIF_CHNL_ATT	3.0%	2.4%	2.5%
Africa	Count	12	242	254
	% within REGION	4.7%	95.3%	100.0%
	% within DIF_CHNL_ATT	1.7%	2.3%	2.3%
Total	Count	727	10,436	11,163
	% within REGION	6.5%	93.5%	100.0%
	% within DIF_CHNL_ATT	100.0%	100.0%	100.0%

Table 5-25: REGION * DIF_CHNL_ATT cross-tabulation

Source: Own Study

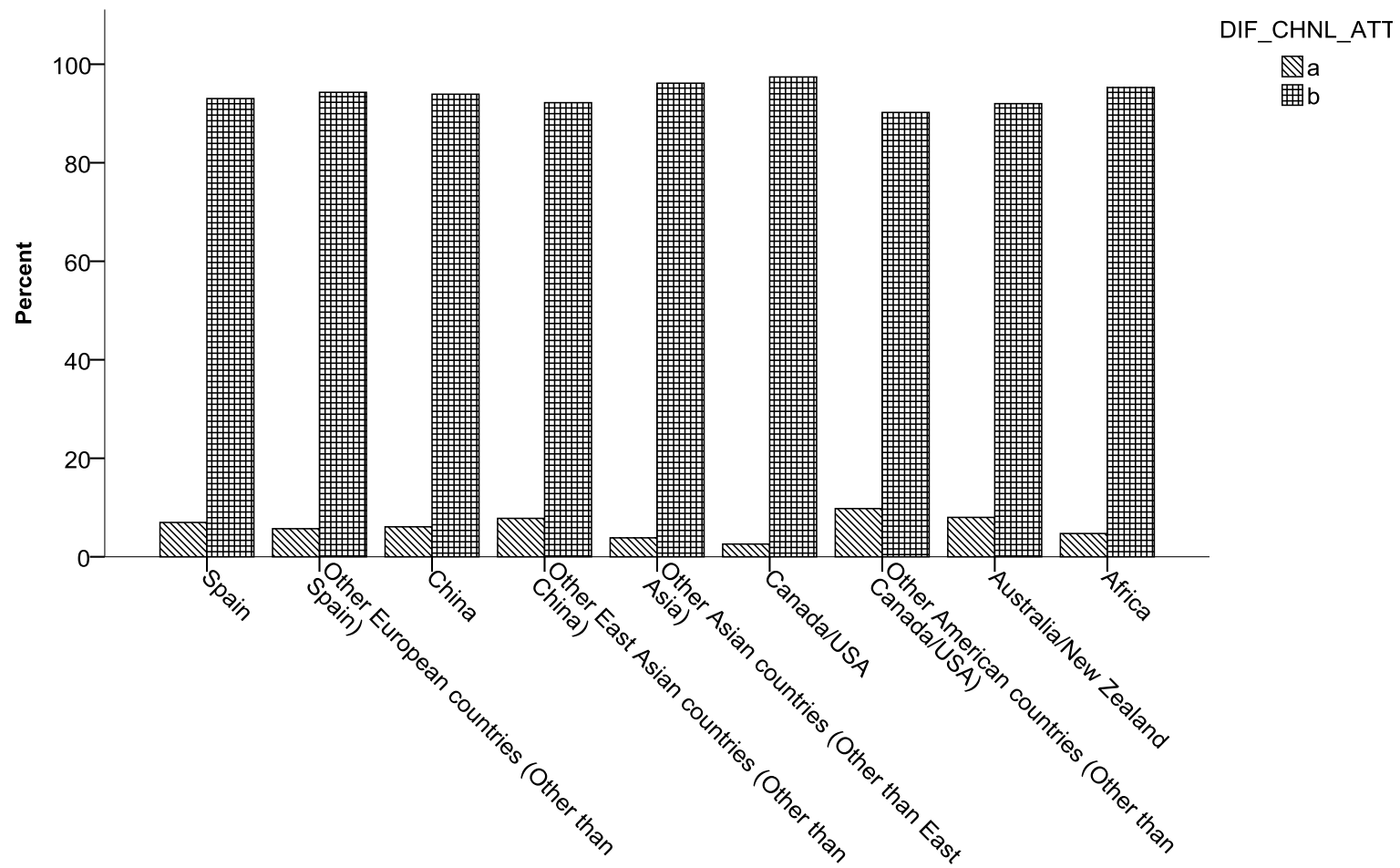


Figure 5-27: DIF_CHNL_ATT clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		DIF_CHNL_SHR		Total
		a	b	
Spain	Count	372	4,964	5,336
	% within REGION	7.0%	93.0%	100.0%
	% within DIF_CHNL_SHR	51.0%	47.6%	47.8%
Other European countries (Other than Spain)	Count	41	678	719
	% within REGION	5.7%	94.3%	100.0%
	% within DIF_CHNL_SHR	5.6%	6.5%	6.4%
China	Count	137	2,098	2,235
	% within REGION	6.1%	93.9%	100.0%
	% within DIF_CHNL_SHR	18.8%	20.1%	20.0%
Other East Asian countries (Other than China)	Count	27	319	346
	% within REGION	7.8%	92.2%	100.0%
	% within DIF_CHNL_SHR	3.7%	3.1%	3.1%
Other Asian countries (Other than East Asia)	Count	22	550	572
	% within REGION	3.8%	96.2%	100.0%
	% within DIF_CHNL_SHR	3.0%	5.3%	5.1%
Canada/USA	Count	16	603	619
	% within REGION	2.6%	97.4%	100.0%
	% within DIF_CHNL_SHR	2.2%	5.8%	5.5%
Other American countries (Other than Canada/USA)	Count	79	728	807
	% within REGION	9.8%	90.2%	100.0%
	% within DIF_CHNL_SHR	10.8%	7.0%	7.2%
Australia/New Zealand	Count	22	253	275
	% within REGION	8.0%	92.0%	100.0%
	% within DIF_CHNL_SHR	3.0%	2.4%	2.5%
Africa	Count	13	241	254
	% within REGION	5.1%	94.9%	100.0%
	% within DIF_CHNL_SHR	1.8%	2.3%	2.3%
Total	Count	729	10,434	11,163
	% within REGION	6.5%	93.5%	100.0%
	% within DIF_CHNL_SHR	100.0%	100.0%	100.0%

Table 5-26: REGION * DIF_CHNL_SHR cross-tabulation

Source: Own Study

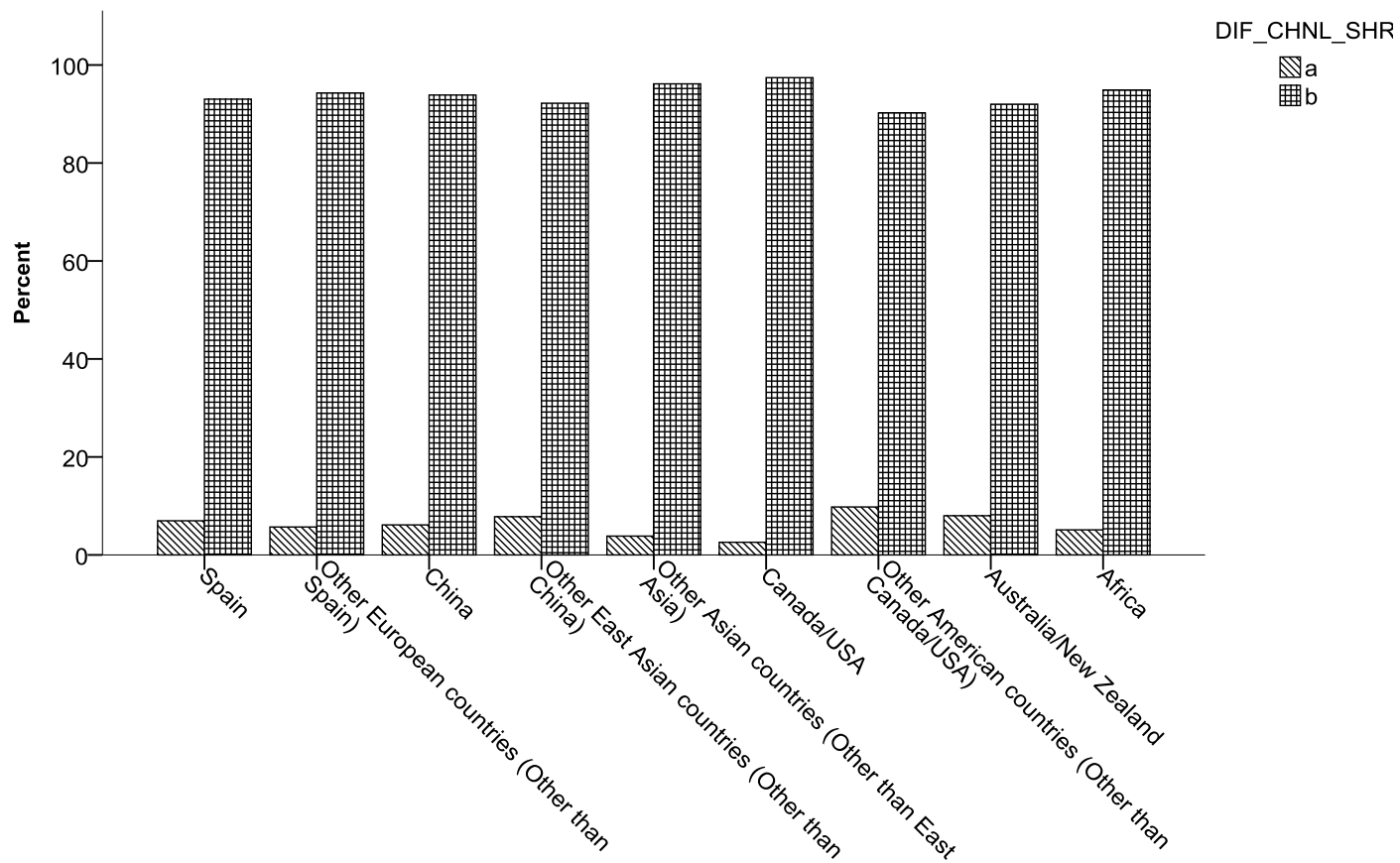


Figure 5-28: DIF_CHNL_SHR clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		AD_ATT		Total
		a	b	
Spain	Count	201	5,135	5,336
	% within REGION	3.8%	96.2%	100.0%
	% within AD_ATT	44.7%	47.9%	47.8%
Other European countries (Other than Spain)	Count	49	670	719
	% within REGION	6.8%	93.2%	100.0%
	% within AD_ATT	10.9%	6.3%	6.4%
China	Count	72	2,163	2,235
	% within REGION	3.2%	96.8%	100.0%
	% within AD_ATT	16.0%	20.2%	20.0%
Other East Asian countries (Other than China)	Count	20	326	346
	% within REGION	5.8%	94.2%	100.0%
	% within AD_ATT	4.4%	3.0%	3.1%
Other Asian countries (Other than East Asia)	Count	8	564	572
	% within REGION	1.4%	98.6%	100.0%
	% within AD_ATT	1.8%	5.3%	5.1%
Canada/USA	Count	12	607	619
	% within REGION	1.9%	98.1%	100.0%
	% within AD_ATT	2.7%	5.7%	5.5%
Other American countries (Other than Canada/USA)	Count	47	760	807
	% within REGION	5.8%	94.2%	100.0%
	% within AD_ATT	10.4%	7.1%	7.2%
Australia/New Zealand	Count	19	256	275
	% within REGION	6.9%	93.1%	100.0%
	% within AD_ATT	4.2%	2.4%	2.5%
Africa	Count	22	232	254
	% within REGION	8.7%	91.3%	100.0%
	% within AD_ATT	4.9%	2.2%	2.3%
Total	Count	450	10,713	11,163
	% within REGION	4.0%	96.0%	100.0%
	% within AD_ATT	100.0%	100.0%	100.0%

Table 5-27: REGION * AD_ATT cross-tabulation

Source: Own Study

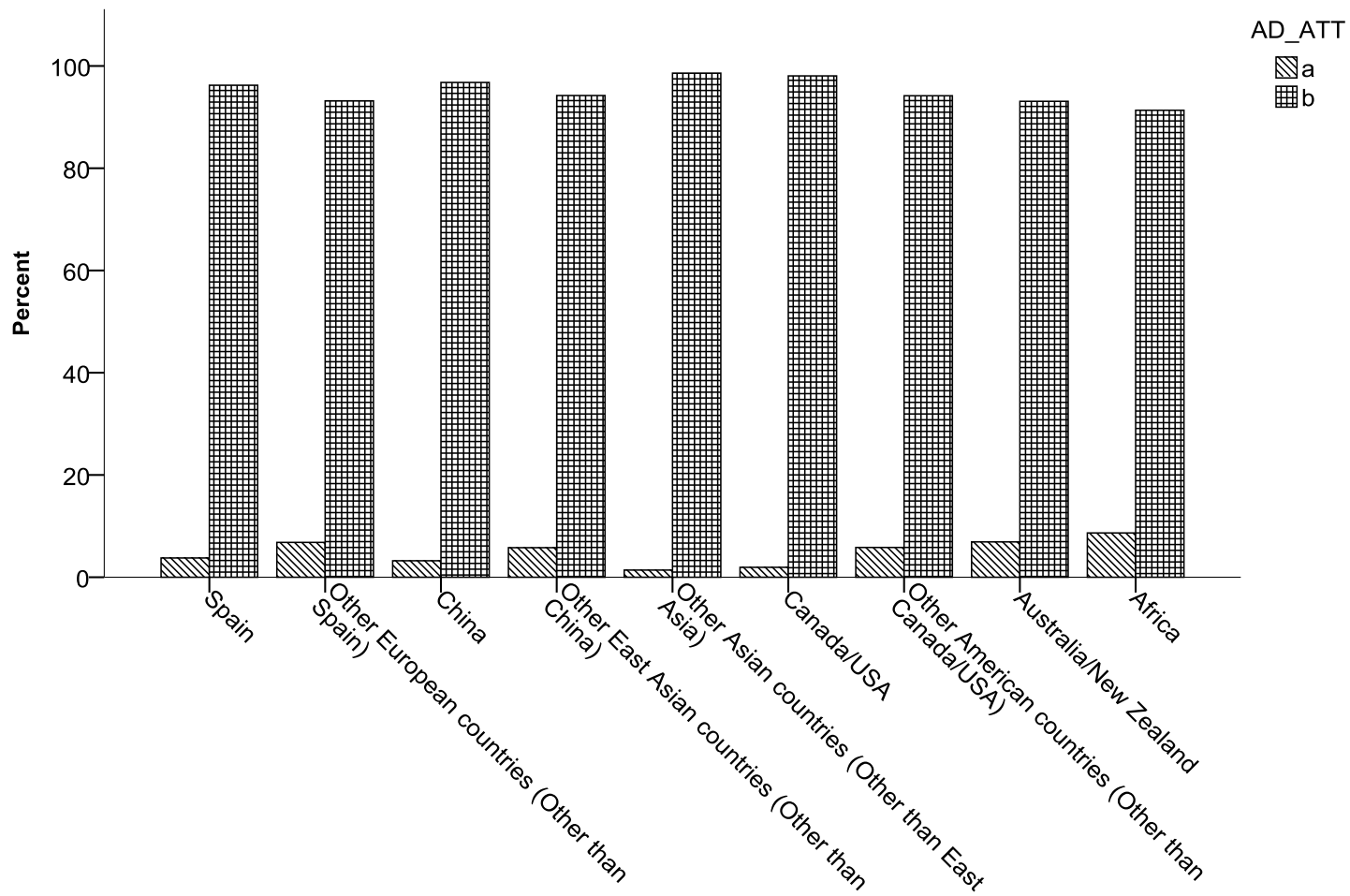


Figure 5-29: AD_ATT clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		AD_SHR		Total
		a	b	
Spain	Count	201	5,135	5,336
	% within REGION	3.8%	96.2%	100.0%
	% within AD_SHR	44.8%	47.9%	47.8%
Other European countries (Other than Spain)	Count	49	670	719
	% within REGION	6.8%	93.2%	100.0%
	% within AD_SHR	10.9%	6.3%	6.4%
China	Count	71	2,164	2,235
	% within REGION	3.2%	96.8%	100.0%
	% within AD_SHR	15.8%	20.2%	20.0%
Other East Asian countries (Other than China)	Count	20	326	346
	% within REGION	5.8%	94.2%	100.0%
	% within AD_SHR	4.5%	3.0%	3.1%
Other Asian countries (Other than East Asia)	Count	8	564	572
	% within REGION	1.4%	98.6%	100.0%
	% within AD_SHR	1.8%	5.3%	5.1%
Canada/USA	Count	12	607	619
	% within REGION	1.9%	98.1%	100.0%
	% within AD_SHR	2.7%	5.7%	5.5%
Other American countries (Other than Canada/USA)	Count	47	760	807
	% within REGION	5.8%	94.2%	100.0%
	% within AD_SHR	10.5%	7.1%	7.2%
Australia/New Zealand	Count	19	256	275
	% within REGION	6.9%	93.1%	100.0%
	% within AD_SHR	4.2%	2.4%	2.5%
Africa	Count	22	232	254
	% within REGION	8.7%	91.3%	100.0%
	% within AD_SHR	4.9%	2.2%	2.3%
Total	Count	449	10,714	11,163
	% within REGION	4.0%	96.0%	100.0%
	% within AD_SHR	100.0%	100.0%	100.0%

Table 5-28: REGION * AD_SHR cross-tabulation

Source: Own Study

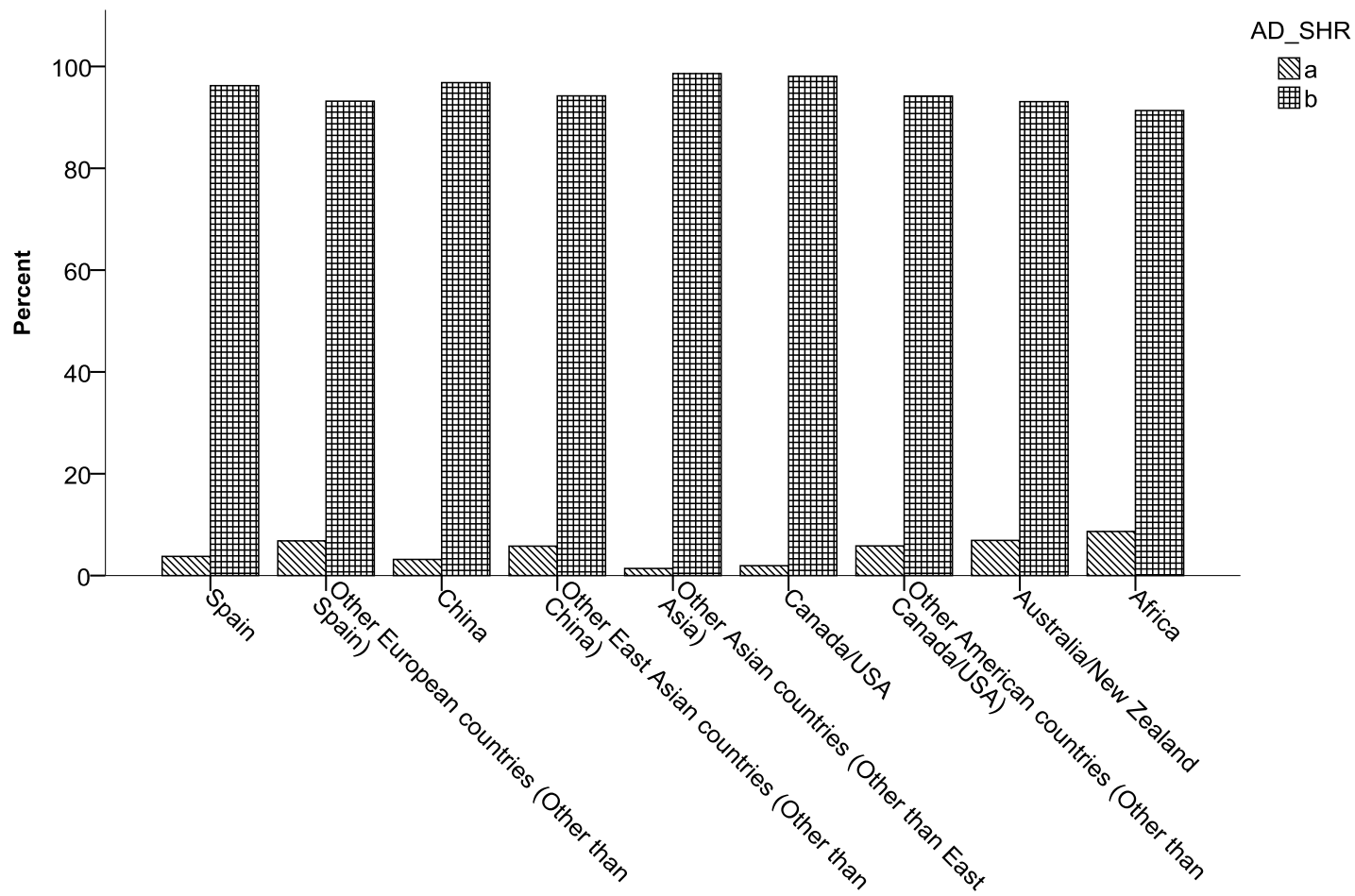


Figure 5-30: AD_SHR clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		AD_INF		Total
		a	b	
Spain	Count	201	5,135	5,336
	% within REGION	3.8%	96.2%	100.0%
	% within AD_INF	45.0%	47.9%	47.8%
Other European countries (Other than Spain)	Count	48	671	719
	% within REGION	6.7%	93.3%	100.0%
	% within AD_INF	10.7%	6.3%	6.4%
China	Count	70	2,165	2,235
	% within REGION	3.1%	96.9%	100.0%
	% within AD_INF	15.7%	20.2%	20.0%
Other East Asian countries (Other than China)	Count	20	326	346
	% within REGION	5.8%	94.2%	100.0%
	% within AD_INF	4.5%	3.0%	3.1%
Other Asian countries (Other than East Asia)	Count	8	564	572
	% within REGION	1.4%	98.6%	100.0%
	% within AD_INF	1.8%	5.3%	5.1%
Canada/USA	Count	12	607	619
	% within REGION	1.9%	98.1%	100.0%
	% within AD_INF	2.7%	5.7%	5.5%
Other American countries (Other than Canada/USA)	Count	47	760	807
	% within REGION	5.8%	94.2%	100.0%
	% within AD_INF	10.5%	7.1%	7.2%
Australia/New Zealand	Count	19	256	275
	% within REGION	6.9%	93.1%	100.0%
	% within AD_INF	4.3%	2.4%	2.5%
Africa	Count	22	232	254
	% within REGION	8.7%	91.3%	100.0%
	% within AD_INF	4.9%	2.2%	2.3%
Total	Count	447	10,716	11,163
	% within REGION	4.0%	96.0%	100.0%
	% within AD_INF	100.0%	100.0%	100.0%

Table 5-29: REGION * AD_INF cross-tabulation

Source: Own Study

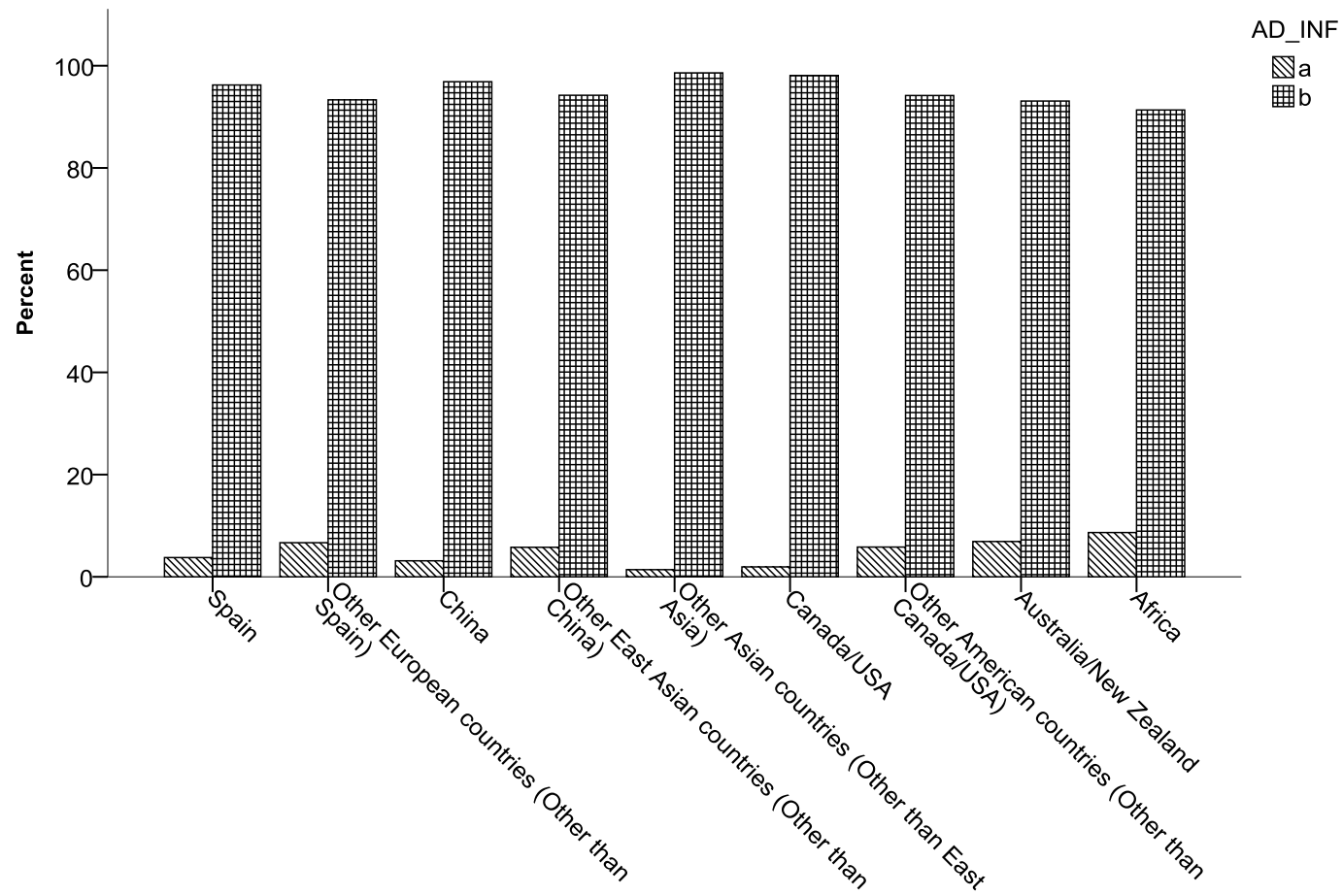


Figure 5-31: AD_INF clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		NEW_PROD_ATT		Total
		a	b	
Spain	Count	200	5,136	5,336
	% within REGION	3.7%	96.3%	100.0%
	% within NEW_PROD_ATT	44.6%	47.9%	47.8%
Other European countries (Other than Spain)	Count	49	670	719
	% within REGION	6.8%	93.2%	100.0%
	% within NEW_PROD_ATT	10.9%	6.3%	6.4%
China	Count	71	2,164	2,235
	% within REGION	3.2%	96.8%	100.0%
	% within NEW_PROD_ATT	15.8%	20.2%	20.0%
Other East Asian countries (Other than China)	Count	20	326	346
	% within REGION	5.8%	94.2%	100.0%
	% within NEW_PROD_ATT	4.5%	3.0%	3.1%
Other Asian countries (Other than East Asia)	Count	8	564	572
	% within REGION	1.4%	98.6%	100.0%
	% within NEW_PROD_ATT	1.8%	5.3%	5.1%
Canada/USA	Count	12	607	619
	% within REGION	1.9%	98.1%	100.0%
	% within NEW_PROD_ATT	2.7%	5.7%	5.5%
Other American countries (Other than Canada/USA)	Count	47	760	807
	% within REGION	5.8%	94.2%	100.0%
	% within NEW_PROD_ATT	10.5%	7.1%	7.2%
Australia/New Zealand	Count	19	256	275
	% within REGION	6.9%	93.1%	100.0%
	% within NEW_PROD_ATT	4.2%	2.4%	2.5%
Africa	Count	22	232	254
	% within REGION	8.7%	91.3%	100.0%
	% within NEW_PROD_ATT	4.9%	2.2%	2.3%
Total	Count	448	10,715	11,163
	% within REGION	4.0%	96.0%	100.0%
	% within NEW_PROD_ATT	100.0%	100.0%	100.0%

Table 5-30: REGION * NEW_PROD_ATT cross-tabulation

Source: Own Study

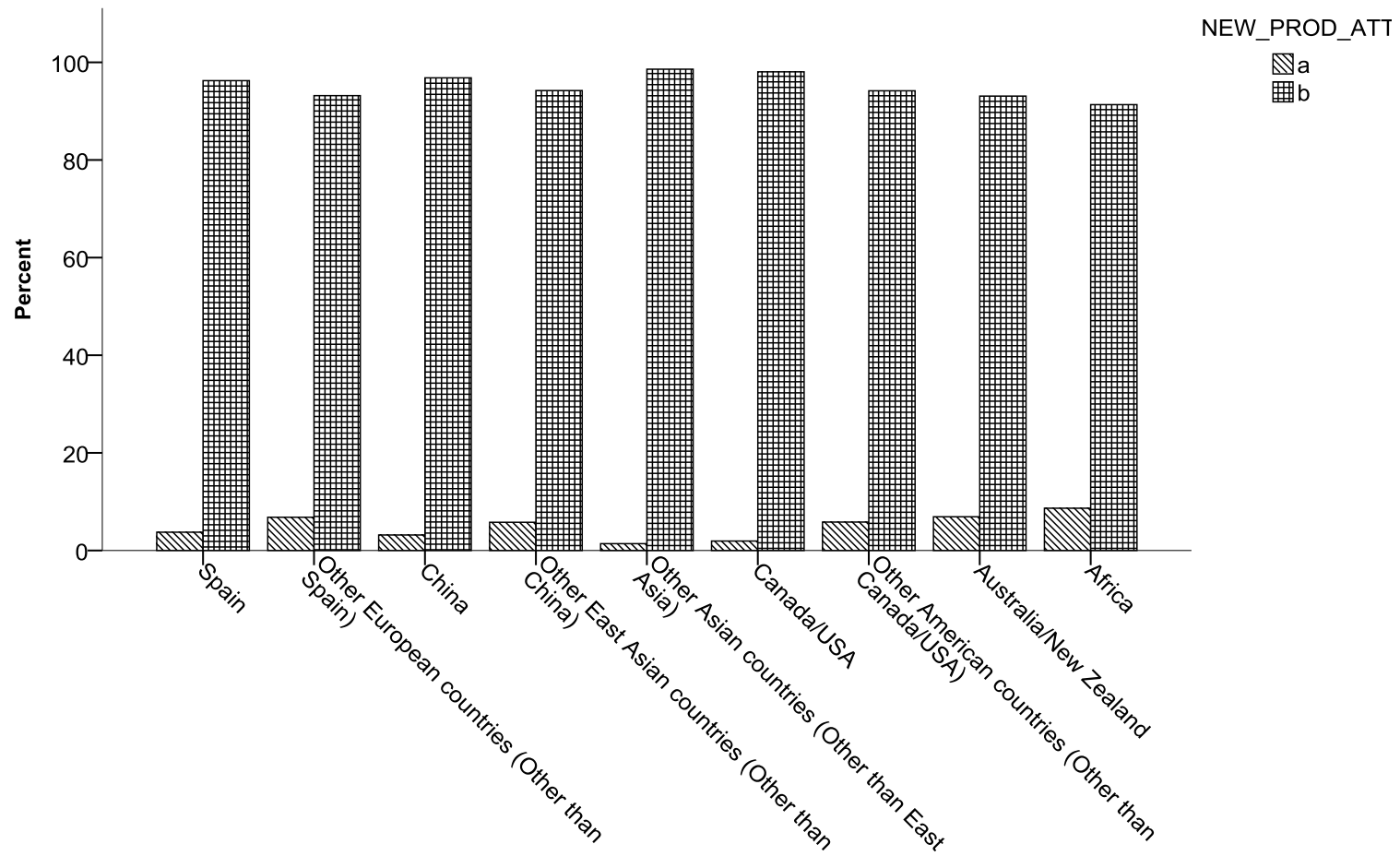


Figure 5-32: NEW_PROD_ATT clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		NEW_PROD_SHR		Total
		a	b	
Spain	Count	200	5,136	5,336
	% within REGION	3.7%	96.3%	100.0%
	% within NEW_PROD_SHR	44.7%	47.9%	47.8%
Other European countries (Other than Spain)	Count	49	670	719
	% within REGION	6.8%	93.2%	100.0%
	% within NEW_PROD_SHR	11.0%	6.3%	6.4%
China	Count	71	2,164	2,235
	% within REGION	3.2%	96.8%	100.0%
	% within NEW_PROD_SHR	15.9%	20.2%	20.0%
Other East Asian countries (Other than China)	Count	20	326	346
	% within REGION	5.8%	94.2%	100.0%
	% within NEW_PROD_SHR	4.5%	3.0%	3.1%
Other Asian countries (Other than East Asia)	Count	8	564	572
	% within REGION	1.4%	98.6%	100.0%
	% within NEW_PROD_SHR	1.8%	5.3%	5.1%
Canada/USA	Count	12	607	619
	% within REGION	1.9%	98.1%	100.0%
	% within NEW_PROD_SHR	2.7%	5.7%	5.5%
Other American countries (Other than Canada/USA)	Count	47	760	807
	% within REGION	5.8%	94.2%	100.0%
	% within NEW_PROD_SHR	10.5%	7.1%	7.2%
Australia/New Zealand	Count	19	256	275
	% within REGION	6.9%	93.1%	100.0%
	% within NEW_PROD_SHR	4.3%	2.4%	2.5%
Africa	Count	21	233	254
	% within REGION	8.3%	91.7%	100.0%
	% within NEW_PROD_SHR	4.7%	2.2%	2.3%
Total	Count	447	10,716	11,163
	% within REGION	4.0%	96.0%	100.0%
	% within NEW_PROD_SHR	100.0%	100.0%	100.0%

Table 5-31: REGION * NEW_PROD_SHR cross-tabulation

Source: Own Study

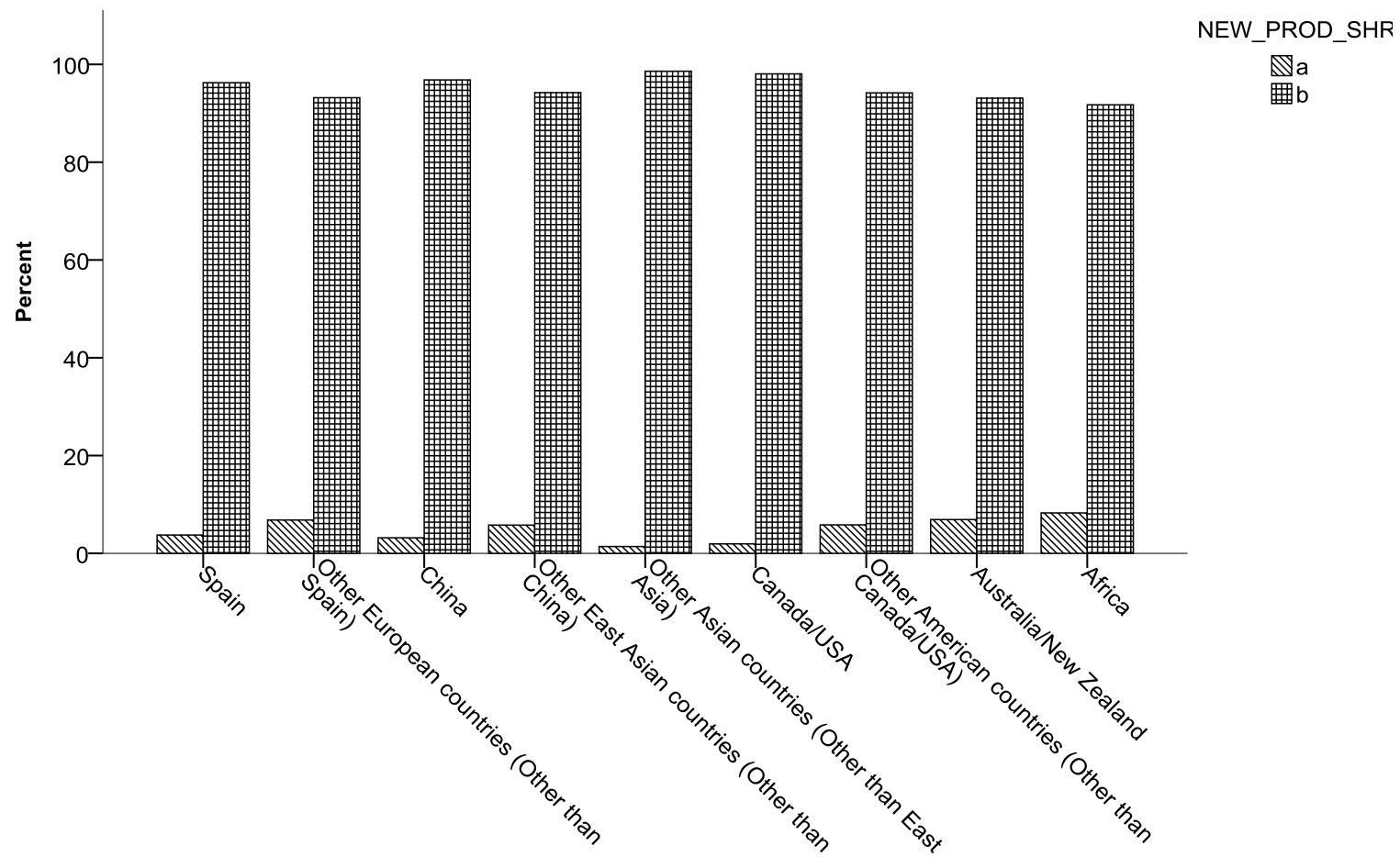


Figure 5-33: NEW_PROD_SHR clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		NEW_PROD_INF		Total
		a	b	
Spain	Count	200	5,136	5,336
	% within REGION	3.7%	96.3%	100.0%
	% within NEW_PROD_INF	44.7%	47.9%	47.8%
Other European countries (Other than Spain)	Count	49	670	719
	% within REGION	6.8%	93.2%	100.0%
	% within NEW_PROD_INF	11.0%	6.3%	6.4%
China	Count	70	2,165	2,235
	% within REGION	3.1%	96.9%	100.0%
	% within NEW_PROD_INF	15.7%	20.2%	20.0%
Other East Asian countries (Other than China)	Count	20	326	346
	% within REGION	5.8%	94.2%	100.0%
	% within NEW_PROD_INF	4.5%	3.0%	3.1%
Other Asian countries (Other than East Asia)	Count	8	564	572
	% within REGION	1.4%	98.6%	100.0%
	% within NEW_PROD_INF	1.8%	5.3%	5.1%
Canada/USA	Count	12	607	619
	% within REGION	1.9%	98.1%	100.0%
	% within NEW_PROD_INF	2.7%	5.7%	5.5%
Other American countries (Other than Canada/USA)	Count	47	760	807
	% within REGION	5.8%	94.2%	100.0%
	% within NEW_PROD_INF	10.5%	7.1%	7.2%
Australia/New Zealand	Count	19	256	275
	% within REGION	6.9%	93.1%	100.0%
	% within NEW_PROD_INF	4.3%	2.4%	2.5%
Africa	Count	22	232	254
	% within REGION	8.7%	91.3%	100.0%
	% within NEW_PROD_INF	4.9%	2.2%	2.3%
Total	Count	447	10,716	11,163
	% within REGION	4.0%	96.0%	100.0%
	% within NEW_PROD_INF	100.0%	100.0%	100.0%

Table 5-32: REGION * NEW_PROD_INF cross-tabulation

Source: Own Study

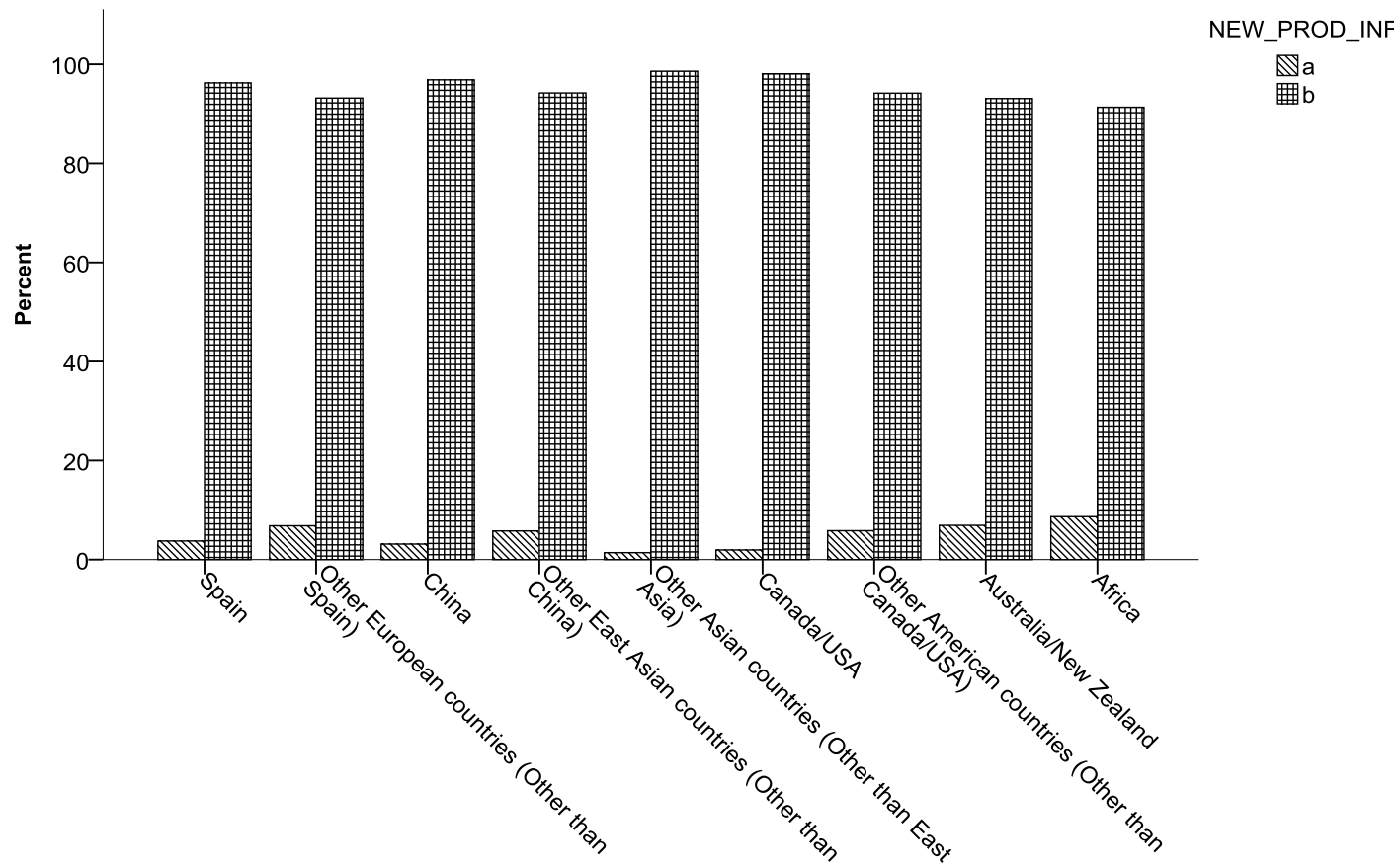


Figure 5-34: NEW_PROD_INF clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		EXST_PROD_ATT		Total
		a	b	
Spain	Count	199	5,137	5,336
	% within REGION	3.7%	96.3%	100.0%
	% within EXST_PROD_ATT	44.7%	47.9%	47.8%
Other European countries (Other than Spain)	Count	49	670	719
	% within REGION	6.8%	93.2%	100.0%
	% within EXST_PROD_ATT	11.0%	6.3%	6.4%
China	Count	69	2,166	2,235
	% within REGION	3.1%	96.9%	100.0%
	% within EXST_PROD_ATT	15.5%	20.2%	20.0%
Other East Asian countries (Other than China)	Count	20	326	346
	% within REGION	5.8%	94.2%	100.0%
	% within EXST_PROD_ATT	4.5%	3.0%	3.1%
Other Asian countries (Other than East Asia)	Count	8	564	572
	% within REGION	1.4%	98.6%	100.0%
	% within EXST_PROD_ATT	1.8%	5.3%	5.1%
Canada/USA	Count	12	607	619
	% within REGION	1.9%	98.1%	100.0%
	% within EXST_PROD_ATT	2.7%	5.7%	5.5%
Other American countries (Other than Canada/USA)	Count	47	760	807
	% within REGION	5.8%	94.2%	100.0%
	% within EXST_PROD_ATT	10.6%	7.1%	7.2%
Australia/New Zealand	Count	19	256	275
	% within REGION	6.9%	93.1%	100.0%
	% within EXST_PROD_ATT	4.3%	2.4%	2.5%
Africa	Count	22	232	254
	% within REGION	8.7%	91.3%	100.0%
	% within EXST_PROD_ATT	4.9%	2.2%	2.3%
Total	Count	445	10,718	11,163
	% within REGION	4.0%	96.0%	100.0%
	% within EXST_PROD_ATT	100.0%	100.0%	100.0%

Table 5-33: REGION * EXST_PROD_ATT cross-tabulation

Source: Own Study

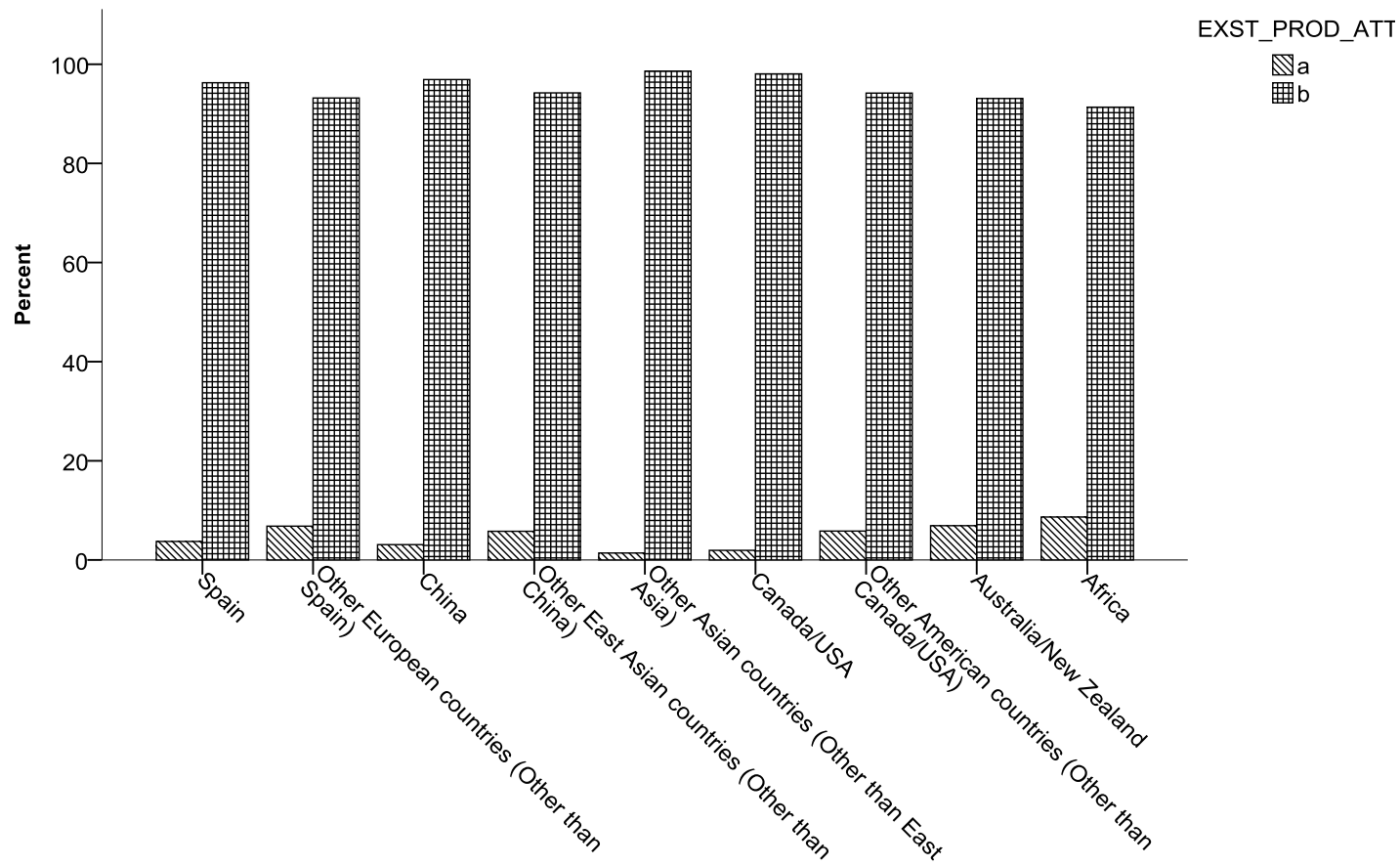


Figure 5-35: EXST_PROD_ATT clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		EXST_PROD_SHR		Total
		a	b	
Spain	Count	199	5,137	5,336
	% within REGION	3.7%	96.3%	100.0%
	% within EXST_PROD_SHR	44.7%	47.9%	47.8%
Other European countries (Other than Spain)	Count	49	670	719
	% within REGION	6.8%	93.2%	100.0%
	% within EXST_PROD_SHR	11.0%	6.3%	6.4%
China	Count	70	2,165	2,235
	% within REGION	3.1%	96.9%	100.0%
	% within EXST_PROD_SHR	15.7%	20.2%	20.0%
Other East Asian countries (Other than China)	Count	20	326	346
	% within REGION	5.8%	94.2%	100.0%
	% within EXST_PROD_SHR	4.5%	3.0%	3.1%
Other Asian countries (Other than East Asia)	Count	8	564	572
	% within REGION	1.4%	98.6%	100.0%
	% within EXST_PROD_SHR	1.8%	5.3%	5.1%
Canada/USA	Count	12	607	619
	% within REGION	1.9%	98.1%	100.0%
	% within EXST_PROD_SHR	2.7%	5.7%	5.5%
Other American countries (Other than Canada/USA)	Count	47	760	807
	% within REGION	5.8%	94.2%	100.0%
	% within EXST_PROD_SHR	10.6%	7.1%	7.2%
Australia/New Zealand	Count	19	256	275
	% within REGION	6.9%	93.1%	100.0%
	% within EXST_PROD_SHR	4.3%	2.4%	2.5%
Africa	Count	21	233	254
	% within REGION	8.3%	91.7%	100.0%
	% within EXST_PROD_SHR	4.7%	2.2%	2.3%
Total	Count	445	10,718	11,163
	% within REGION	4.0%	96.0%	100.0%
	% within EXST_PROD_SHR	100.0%	100.0%	100.0%

Table 5-34: REGION * EXST_PROD_SHR cross-tabulation

Source: Own Study

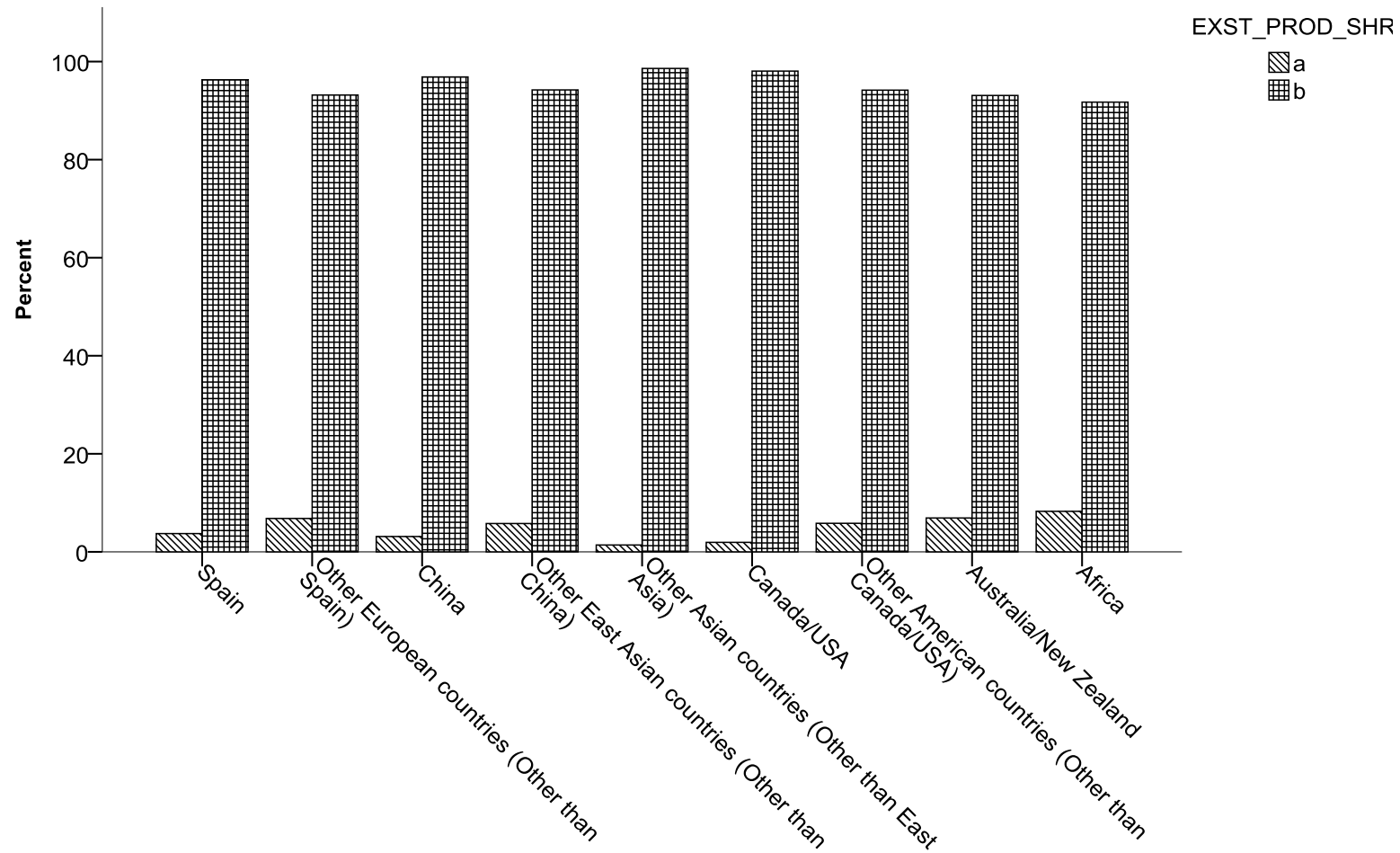


Figure 5-36: EXST_PROD_SHR clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

REGION		EXST_PROD_INF		Total
		a	b	
Spain	Count	199	5,137	5,336
	% within REGION	3.7%	96.3%	100.0%
	% within EXST_PROD_INF	44.6%	47.9%	47.8%
Other European countries (Other than Spain)	Count	49	670	719
	% within REGION	6.8%	93.2%	100.0%
	% within EXST_PROD_INF	11.0%	6.3%	6.4%
China	Count	70	2,165	2,235
	% within REGION	3.1%	96.9%	100.0%
	% within EXST_PROD_INF	15.7%	20.2%	20.0%
Other East Asian countries (Other than China)	Count	20	326	346
	% within REGION	5.8%	94.2%	100.0%
	% within EXST_PROD_INF	4.5%	3.0%	3.1%
Other Asian countries (Other than East Asia)	Count	8	564	572
	% within REGION	1.4%	98.6%	100.0%
	% within EXST_PROD_INF	1.8%	5.3%	5.1%
Canada/USA	Count	12	607	619
	% within REGION	1.9%	98.1%	100.0%
	% within EXST_PROD_INF	2.7%	5.7%	5.5%
Other American countries (Other than Canada/USA)	Count	47	760	807
	% within REGION	5.8%	94.2%	100.0%
	% within EXST_PROD_INF	10.5%	7.1%	7.2%
Australia/New Zealand	Count	19	256	275
	% within REGION	6.9%	93.1%	100.0%
	% within EXST_PROD_INF	4.3%	2.4%	2.5%
Africa	Count	22	232	254
	% within REGION	8.7%	91.3%	100.0%
	% within EXST_PROD_INF	4.9%	2.2%	2.3%
Total	Count	446	10,717	11,163
	% within REGION	4.0%	96.0%	100.0%
	% within EXST_PROD_INF	100.0%	100.0%	100.0%

Table 5-35: REGION * EXST_PROD_INF cross-tabulation

Source: Own Study

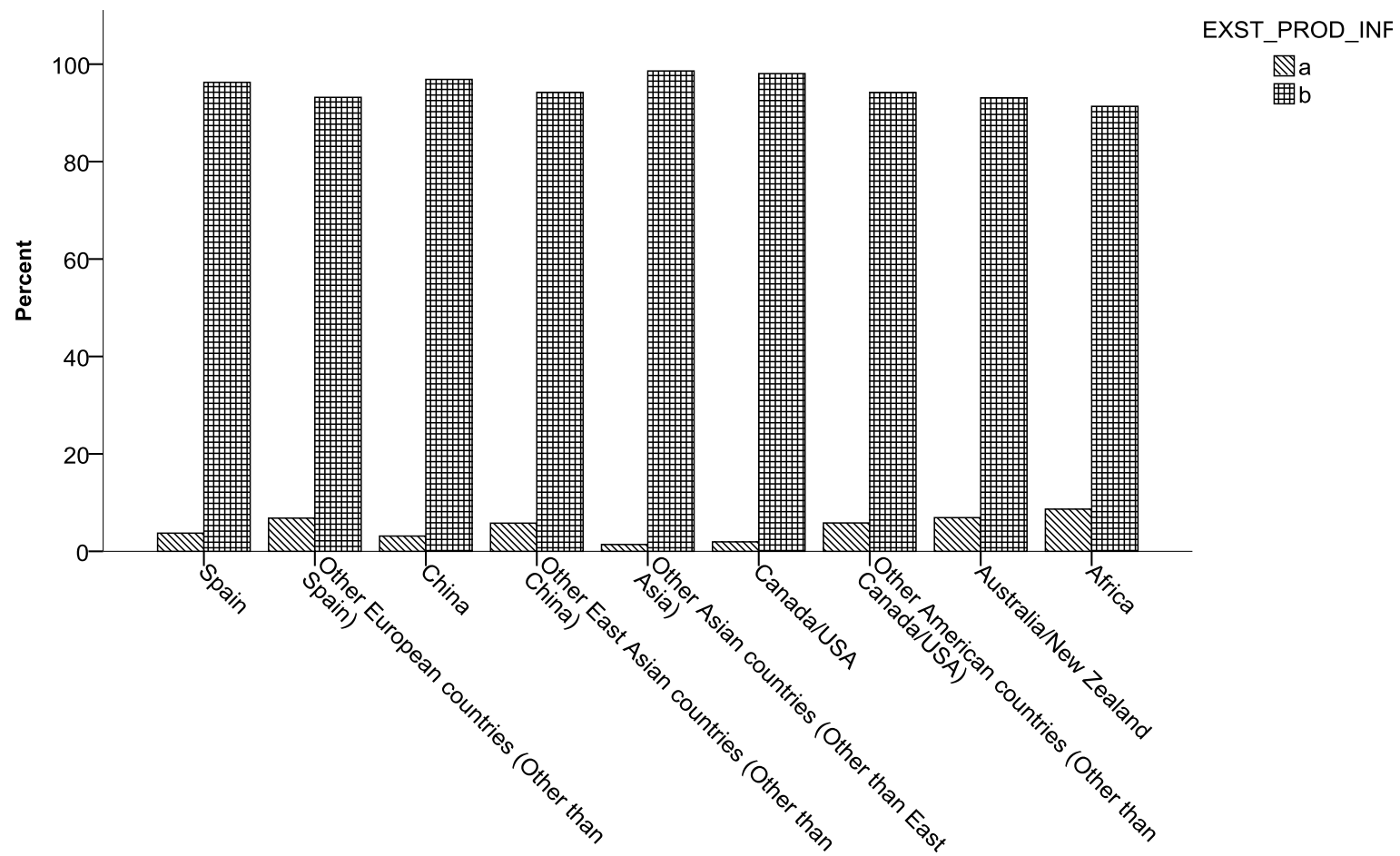


Figure 5-37: EXST_PROD_INF clustered by REGION (the percentages are calculated based on each cluster's data count)

Source: Own Study

5.2 Hypothesis Testing

To test the offered hypotheses, all the defined variables in ‘Insight’, ‘Trust’ and ‘Exposure’ study aspects are put through ‘binomial proportion test of a single population’ for each region. Afterwards, correctness of each one of the offered hypotheses is discussed in details based on the results obtained from the tests on variables that are related to it.

5.2.1 Test Settings

All the variables – for every one of the five regions of accessible population – have put through left-sided ‘binomial proportion test of a single population’ with null and alternative hypothesis as:

$$H_0: \theta \leq 0.5$$

$$H_1: \theta > 0.5$$

For all the hypothesis tests, the level of significance (alpha level or α) is set to 0.01. By pre-determining such a small level of significance, the likelihood of committing a type I error (rejecting the null hypothesis while it is correct) in the hypothesis test will reduce to an exceptionally small level (Waller, 2010; Anderson, Sweeney and Williams, 2011; Sharma, 2012).

Also, as the sample sizes for the regions of accessible population are big, the likelihood of committing a type II error (failing to reject null hypothesis while it is incorrect) is extremely small, hence the power of the tests are big (Waller, 2010; Anderson, Sweeney and Williams, 2011; Sharma, 2012). Figure 5-38 to Figure 5-42 show the power ($1 - \beta$, while β demonstrates the probability of committing a type II error) of left-sided ‘binomial proportion test of a single population’ based on sample size in each one of the five regions of accessible population with the pre-determined level of significance ($\alpha = 0.01$).

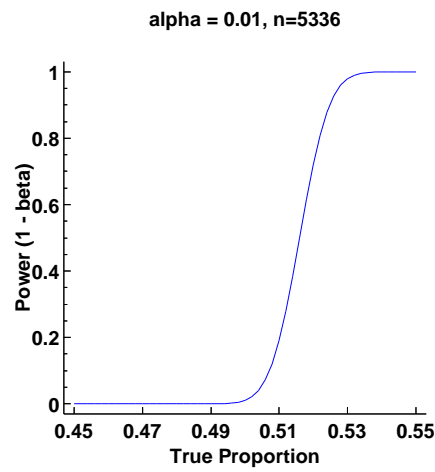


Figure 5-38: Power of the left-sided ‘binomial proportion test of a single population’ for Spain

Source: Own Study

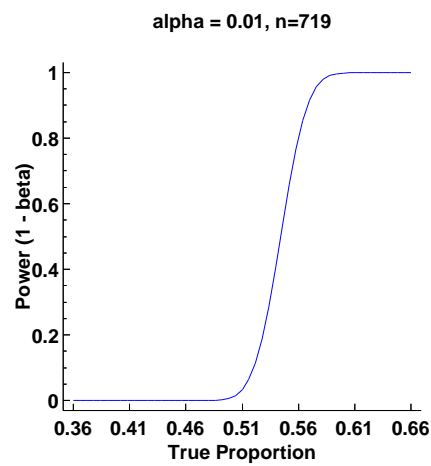


Figure 5-39: Power of the left-sided ‘binomial proportion test of a single population’ for Other European countries (Other than Spain)

Source: Own Study

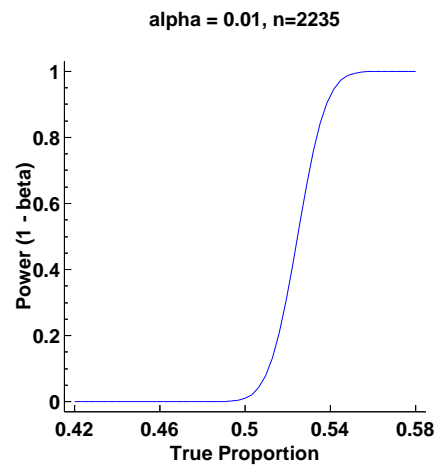


Figure 5-40: Power of the left-sided ‘binomial proportion test of a single population’ for China

Source: Own Study

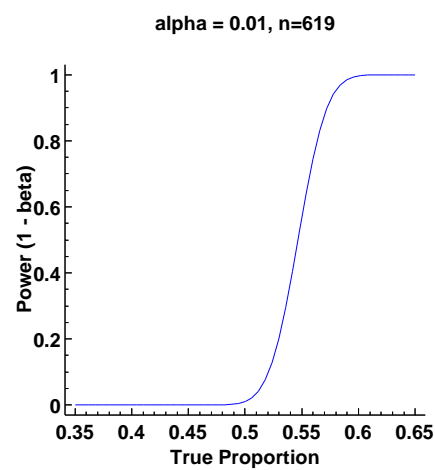


Figure 5-41: Power of the left-sided ‘binomial proportion test of a single population’ for
Canada/USA

Source: Own Study

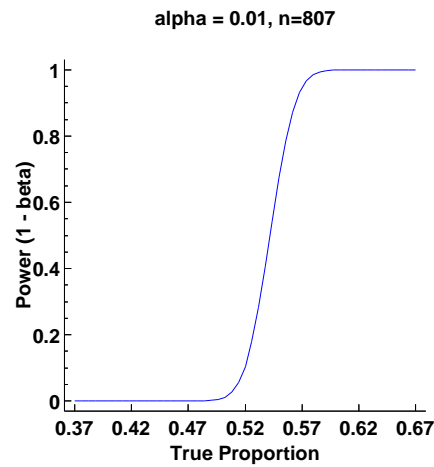


Figure 5-42: Power of the left-sided ‘binomial proportion test of a single population’ for Other American countries (Other than Canada/USA)

Source: Own Study

5.2.2 Test Results

Error! Reference source not found. shows the p-values resulted from left-sided ‘binomial proportion test of a single population’ for all the defined variables in ‘Insight’, ‘Trust’ and ‘Exposure’ study aspects for every region.

Please keep in mind that the results from any region other than the five regions of accessible population are just provided for informational purposes and they are not included in the offered hypotheses correctness’ discussion.

Variable	Spain [†]	Other European countries (Other than Spain) [†]	China [†]	Other East Asian countries (Other than China)	Other Asian countries (Other than East Asia)	Canada / USA [†]	Other American countries (Other than Canada / USA) [†]	Australia / New Zealand	Africa
MSG_REPT_ATT	0.00×10 ⁰	5.37×10 ⁻¹⁴	0.00×10 ⁰	5.03×10 ⁻¹³	0.00×10 ⁰	1.31×10 ⁻¹⁴	0.00×10 ⁰	4.78×10 ⁻¹¹	1.07×10 ⁻⁶
MSG_REPT_SHR	0.00×10 ⁰	5.37×10 ⁻¹⁴	0.00×10 ⁰	5.03×10 ⁻¹³	0.00×10 ⁰	1.31×10 ⁻¹⁴	0.00×10 ⁰	4.78×10 ⁻¹¹	1.07×10 ⁻⁶
DIFF_MSG_ATT	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	7.66×10 ⁻⁸	0.00×10 ⁰	3.55×10 ⁻¹⁵	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
DIFF_MSG_SHR	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	7.66×10 ⁻⁸	0.00×10 ⁰	3.55×10 ⁻¹⁵	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
QST_ATT	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
QST_INF	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
QST_SHR	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
MEDIA_ATT	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰

Table 5-36: p-values for left-sided ‘binomial proportion test of a single population’ for variables in ‘Insight’, ‘Trust’ and ‘Exposure’ study aspects

Variable	Spain [†]	Other European countries (Other than Spain) [†]	China [†]	Other East Asian countries (Other than China)	Other Asian countries (Other than East Asia)	Canada / USA [†]	Other American countries (Other than Canada / USA) [†]	Australia / New Zealand	Africa
MEDIA_SHR	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
USR_CONT_ATT	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	2.07×10 ⁻¹¹	7.43×10 ⁻⁸
USR_CONT_SHR	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	2.07×10 ⁻¹¹	1.48×10 ⁻⁷
USR_CONT_TRST	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	2.07×10 ⁻¹¹	1.48×10 ⁻⁷
CMNT_PSTV_ATT	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	7.53×10 ⁻⁷	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	3.66×10 ⁻¹²	3.68×10 ⁻⁶
CMNT_PSTV_SHR	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	7.53×10 ⁻⁷	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	3.66×10 ⁻¹²	2.00×10 ⁻⁶
CMNT_PSTV_TRST	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	7.53×10 ⁻⁷	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	3.66×10 ⁻¹²	3.68×10 ⁻⁶
CMNT_NEG_ATT	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰

Table 5-36: p-values for left-sided ‘binomial proportion test of a single population’ for variables in ‘Insight’, ‘Trust’ and ‘Exposure’ study aspects (cont.)

Variable	Spain [†]	Other European countries (Other than Spain) [†]	China [†]	Other East Asian countries (Other than China)	Other Asian countries (Other than East Asia)	Canada / USA [†]	Other American countries (Other than Canada / USA) [†]	Australia / New Zealand	Africa
CMNT_NEG_SHR	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
CMNT_NEG_TRST	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
PRO_CONT_ATT	0.00×10 ⁰	1.10×10 ⁻³	0.00×10 ⁰	5.03×10 ⁻¹³	3.62×10 ⁻⁶	2.03×10 ⁻⁸	0.00×10 ⁰	5.94×10 ⁻⁷	0.0100 [‡]
PRO_CONT_SHR	0.00×10 ⁰	1.10×10 ⁻³	0.00×10 ⁰	5.03×10 ⁻¹³	3.62×10 ⁻⁶	2.03×10 ⁻⁸	0.00×10 ⁰	5.94×10 ⁻⁷	0.0100 [‡]
PRO_CONT_TRST	0.00×10 ⁰	1.10×10 ⁻³	0.00×10 ⁰	5.03×10 ⁻¹³	3.62×10 ⁻⁶	2.03×10 ⁻⁸	0.00×10 ⁰	5.94×10 ⁻⁷	0.0100 [‡]
DIF_CHNL_ATT	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
DIF_CHNL_SHR	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
AD_ATT	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰

Table 5-36: p-values for left-sided ‘binomial proportion test of a single population’ for variables in ‘Insight’, ‘Trust’ and ‘Exposure’ study aspects (cont.)

Variable	Spain [†]	Other European countries (Other than Spain) [†]	China [†]	Other East Asian countries (Other than China)	Other Asian countries (Other than East Asia)	Canada / USA [†]	Other American countries (Other than Canada / USA) [†]	Australia / New Zealand	Africa
AD_SHR	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
AD_INF	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
NEW_PROD_ATT	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
NEW_PROD_SHR	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
NEW_PROD_INF	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
EXST_PROD_ATT	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰
EXST_PROD_SHR	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰

Table 5-36: p-values for left-sided ‘binomial proportion test of a single population’ for variables in ‘Insight’, ‘Trust’ and ‘Exposure’ study aspects (cont.)

Variable	Spain [†]	Other European countries (Other than Spain) [†]	China [†]	Other East Asian countries (Other than China)	Other Asian countries (Other than East Asia)	Canada / USA [†]	Other American countries (Other than Canada / USA) [†]	Australia / New Zealand	Africa
EXST_PROD_INF	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰	0.00×10 ⁰

[†] Region of accessible population

[‡] Marginal p-value (all the other unmarked p-values are smaller than 0.01)

Table 5-36: p-values for left-sided ‘binomial proportion test of a single population’ for variables in ‘Insight’, ‘Trust’ and ‘Exposure’ study aspects (cont.)

Source: Own Study

As the p-values in **Error! Reference source not found.** demonstrate, the null hypotheses for all the variables in every region are rejected and correctness of the alternative hypotheses are proved.

The only exception is for PRO_CONT_ATT, PRO_CONT_SHR, and PRO_CONT_TRST variables when REGION variable is Africa; in this case the p-values are marginal (this could be a type II error as the sample size for Africa is relatively small). Anyhow, as Africa is not one of the regions of accessible population, it is not involved in the discussion, hence this does not affect it.

5.2.3 Discussion

In this part – based on the results of the left-sided ‘binomial proportion test of a single population’ on the variables for the regions of accessible population which mentioned earlier – the correctness of the offered hypotheses are discussed and inferred.

5.2.3.1 Hypothesis 1

This hypothesis compares the exposure generating effect of being passive, active, repetitive, diverse and fresh on Social Media. By means of three sub-hypotheses, it is offered that as a content generator moves forward, through the spectrum – from being passive in a Social Media platform toward being diverse and fresh in multiple Social Media platforms – the content generator improves its chances of gaining better exposure for the message it is trying to relay over to the users.

5.2.3.1.1 Hypothesis 1.1

This sub-hypothesis mentions that, on Social Media, activity is exposure-wise better than passivity, even though that activity be simply the repetition of the same post.

This aspect of exposure generating is weighed by two variables in this research, those variables are:

- MSG_REPT_ATT which shows if the users pay attention more to the post of a passive content generator or they pay more attention to the post of an active one,
- MSG_REPT_SHR which shows if the users are more willing to share a passive content generator's post or they are more willing to share an active one's post.

The results prove that – in all the regions of accessible population – the users' preference is toward the active content generators' posts, even though this activity is a repetition of the same post.

It means users pay more attention and also, share more the posts of the active content generators; hence those posts gain more exposure.

5.2.3.1.2 Hypothesis 1.2

This sub-hypothesis allude to the exposure generating effect of being active by coming up with fresh content that is built around a central subject in comparison with merely repeating the same exact post with no alteration over and over.

This facet of exposure generating is weighed by two variables in this research, those variables are:

- DIFF_MSG_ATT which shows if the users pay more attention to a post of a content generator that has been repeated several times or they pay more attention to different messages of a content generator that although those posts have been on the same subject but have been different in their content,
- DIFF_MSG_SHR which shows if the users are more willing to share a post of a content generator that has been repeated several times or they are more willing to share different messages of a content generator that although those posts have been on the same subject but have been different in their content.

The results prove that – in all the regions of accessible population – the users' preference is toward posts of the content generators' who has been coming up with fresh content and the users are less keen on those posts of the content generators that just simply have been repeating themselves.

It means users pay more attention and also, share more the posts of the content generators who come up with new and different contents; hence those posts gain more exposure.

5.2.3.1.3 Hypothesis 1.3

This sub-hypothesis goes over the exposure generating effect of being active in different Social Media channels by dispatching different contents – that has a similar general theme – through those different channels in comparison with dispatching the same post in all of those different channels.

This aspect of exposure generating is weighed by two variables in this research, those variables are:

- DIF_CHNL_ATT which shows if the users pay more attention to a single post of a content generator that has been sent over different Social Media channels or they pay more attention to different messages of a content generator that has been dispatched on different Social Media channels while the posts are diverse and varying but still they are composed around the same subject,
- DIF_CHNL_SHR which shows if the users are more willing to share a single post of a content generator that has been sent over different Social Media channels or they are more willing to share different messages of a content generator that has been dispatched on different Social Media channels while the posts are diverse and varying but still they are composed around the same subject.

The results prove that – in all the regions of accessible population – the users' preference is toward posts of the content generators who have been sending different posts with a similar theme on different Social Media channels and the users are less keen on those posts of the content generators that have been relaying the same post on different Social Media channels.

It means users pay more attention and also, share more the posts of the content generators who come up with different contents and post them on different Social Media channels; hence those posts gain more exposure.

5.2.3.2 Hypothesis 2

This hypothesis compares the exposure generating and also insight gaining effect of being interrogative – which means asking something from the users – on Social Media to being non-interrogative (declarative/imperative/exclamatory) – which means not asking anything from the users. By means of two sub-hypotheses it is offered that a content generator

by being interrogative increases its chances of gaining better exposure for the message it is trying to relay over to the users. Also, the content generator by engaging the users in an interrogative manner improves its odds of gaining insight into the users' information.

5.2.3.2.1 Hypothesis 2.1

This sub-hypothesis goes over the exposure generating effect of sending posts on Social Media which contains a question/poll or, in general terms, have an interrogative element incorporated in them, in comparison with posts which lack this quality by being non-interrogative and not teasing the users to respond and engage in.

This aspect of exposure generating is weighed by two variables in this research, those variables are:

- QST_ATT which shows if the users pay more attention to a post of a content generator that has been formulated in an interrogative fashion or they pay more attention to a post that has been constructed in a non-interrogative fashion,
- QST_SHR which shows if the users are more willing to share a post of a content generator that has been formulated in an interrogative fashion or they are more willing to share a post that has been constructed in a non-interrogative fashion.

The results prove that – in all the regions of accessible population – the users' preference is toward the content generators' posts that have had an interrogative construct and have invited them to engage and they lean less toward the content generators' posts that have had a non-interrogative construct.

It means users pay more attention and also, share more the posts of the content generators who come up with posts that are constructed interrogatively and embed questions/polls in their contents; hence those posts gain more exposure.

5.2.3.2.2 Hypothesis 2.2

This sub-hypothesis goes over the insight gaining effect of sending posts on Social Media which contains a question/poll or in general terms have an interrogative element embedded in them, in comparison with posts which lack this quality by being non-interrogative and not teasing the users to respond and engage in.

This aspect of insight gaining is weighed by one variable in this research, that variable is:

- QST_INF which shows if the users are more willing to give information as a result of seeing a post of a content generator that has been formulated in an interrogative fashion – either by commenting on it or responding to the question/poll which is embedded in it – or it is more probable that they would give information in response to a post that has been constructed in a non-interrogative fashion.

The results prove that – in all the regions of accessible population – the users' are more willing to provide information in response to posts of the content generators who have been sending posts with interrogative nature and invite the users to engage while they are less willing to do so in response to posts of the content generators who have been sending non-interrogative posts.

It means users will provide information for the content generators who come up with posts that are constructed interrogatively and embed questions/polls in their posts; hence those content generators gain more insight.

5.2.3.3 Hypothesis 3

This hypothesis goes over the exposure generating effect of sending posts which are richer in media – meaning they are built by mixing more different types of media – in comparison with posts which are less media-rich and bland relative to aforementioned posts.

This aspect of exposure generating is weighed by two variables in this research, those variables are:

- MEDIA_ATT which shows if the users pay more attention to a post of a content generator that is richer in media and has been composed of more diverse types of media or they pay more attention to a post that has been comprised of less media elements relative to aforementioned post,
- MEDIA_SHR which shows if the users are more willing to share a post of a content generator that is richer in media and has been composed of more diverse types of media or they are more willing to share a post that has been comprised of less media elements relative to the aforementioned post.

The results prove that – in all the regions of accessible population – the users' preference is toward posts of the content generators' who have been sending posts that are more media-rich and are consist of more diverse types of media and they are less keen toward posts of the content generators who have been sending posts which are blander media-wise.

It means users pay more attention and also, share more the posts of the content generators who come up with posts that are more heterogeneous media-wise; hence those posts gain more exposure.

5.2.3.4 Hypothesis 4

This hypothesis compares the exposure generating and trust building effect of different sources of content (owner, user, amateur and professional) that are used to relay a message on Social Media.

By means of two sub-hypotheses, it is offered that a content generator by incorporating contents which are provided by the users in a post instead of contents which are provided by the subject's owner increases its chances of gaining exposure and also building trust.

In a similar fashion and by employing two other sub-hypotheses, it is offered that a content generator by including contents which have amateur-level quality in a post instead of contents which have professional-level quality raises its chances of gaining exposure and also building trust.

5.2.3.4.1 Hypothesis 4.1

This sub-hypothesis goes over the exposure generating effect of sending posts on Social Media that are composed of contents provided and created by users, in comparison with posts which are comprised of contents originated and made by the subject's owner.

This aspect of exposure generating is weighed by two variables in this research, those variables are:

- **USR_CONT_ATT** which shows if the users pay more attention to a post of a content generator that has been made of users' content contributions or they pay more attention to a post that has been comprised of the subject's owner content,
- **USR_CONT_SHR** which shows if the users are more willing to share a post of a content generator that has been made of users' content

contributions or they are more willing to share a post that has been comprised of subject's owner content.

The results prove that – in all the regions of accessible population – the users' preference is toward posts of the content generators who have been sending posts which are made by using users' contributed content and they lean less toward posts of the content generators who have been sending posts that incorporate the subject's owner content.

It means users pay more attention and also, share more the posts of the content generators who construct their posts using content originated by the users; hence those posts gain more exposure.

5.2.3.4.2 Hypothesis 4.2

This sub-hypothesis goes over the trust building effect of sending posts on Social Media that are composed of contents provided and created by users, in comparison with posts which are comprised of contents originated and made by the subject's owner.

This aspect of trust building is weighed by one variable in this research, that variable is:

- **USR_CONT_TRST** which shows if the users trust more on a post of a content generator that has been made of users' content contributions or they trust more on a post that has been comprised of the subject's owner content.

The results prove that – in all the regions of accessible population – the users' find a post that has been made of users' content contributions more trustworthy

and they trust less a post that has been comprised of the subject's owner content.

It means users will trust the content generators whose posts embedding content originated and contributed by users, hence those posts earn the users trust more.

5.2.3.4.3 Hypothesis 4.3

This sub-hypothesis goes over the exposure generating effect of sending posts on Social Media that are comprised of contents with an amateur-level of quality, in comparison with posts which are composed of contents with a professional-level of quality.

This aspect of exposure generating is weighed by two variables in this research, those variables are:

- PRO_CONT_ATT which shows if the users pay more attention to a post of a content generator that has been made of amateur-level quality content or they pay more attention to a post that has been composed of professional-level quality content,
- PRO_CONT_SHR which shows if the users are more willing to share a post of a content generator that has been comprised of amateur-level quality content or they are willing more to share a post that has been made of professional-level quality content.

The results prove that – in all the regions of accessible population – the users' preference is toward posts of the content generators who have been sending posts which have been made of amateur-level quality content and they lean less toward posts of the content generators who have been sending posts which have been incorporating professional-level quality content.

It means users pay more attention and also, share more the posts of the content generators who construct their posts using amateur-level quality content; hence those posts gain more exposure.

5.2.3.4.4 Hypothesis 4.4

This sub-hypothesis goes over the trust building effect of sending posts on Social Media that are made of contents with an amateur-level of quality, in comparison with posts which are composed of contents with a professional-level of quality.

This aspect of trust building is weighed by one variable in this research, that variable is:

- PRO_CONT_TRST which shows if the users trust more on a post of a content generator that has been made of amateur-level quality content or they trust more on a post that has been composed of professional-level quality content.

The results prove that – in all the regions of accessible population – the users’ find a post that has been comprised of amateur-level quality content more trustworthy and they trust less a post that has been made of professional-level quality content.

It means users will trust the content generators whose posts embedding amateur-level quality content, hence those posts earn the users trust more.

5.2.3.5 Hypothesis 5

This hypothesis compares the exposure generating and trust building effect of the way, on Social Media, a content generator responds to the users’ comments

on a post in a spectrum of not responding at all to any comment up to responding to both positive and negative comments.

By means of two sub-hypotheses, it is offered that a content generator by responding to the users' positive comments instead of not responding to any of the users' comments – and making it to look like a one way conversion – increases its chances of gaining exposure and also building trust among the users.

Similar to the above and by utilizing two other sub-hypotheses, it is offered that a content generator by responding to the users' both positive and negative comments instead of just responding to the users' positive comments and ignoring the negative ones increases its chances of gaining exposure and also building trust among the users.

5.2.3.5.1 Hypothesis 5.1

This sub-hypothesis goes over the exposure generating effect of responding to the users' positive comments on a post, in comparison with not responding to any users' comments.

This aspect of exposure generating is weighed by two variables in this research, those variables are:

- CMNT_PSTV_ATT which shows if the users pay more attention to a post which the content generator has been responding to its positive comments or they pay more attention to a post that the content generator has not been responding to any of its comments,
- CMNT_PSTV_SHR which shows if the users are more willing to share a post which the content generator has been responding to its

positive comments or they are more willing to share a post that the content generator has not been responding to any of its comments.

The results prove that – in all the regions of accessible population – the users' preference is toward posts which their content generators have been responding to their positive comments and they lean less toward posts which their content generators have omitted responding to any of their comments.

It means users pay more attention and also, share more the posts of the content generators who respond to the positive comments of them; hence those posts gain more exposure.

5.2.3.5.2 Hypothesis 5.2

This sub-hypothesis goes over the trust building effect of responding to the users' positive comments on a post, in comparison with not responding to any users' comments.

This aspect of trust building is weighed by one variable in this research, that variable is:

- CMNT_PSTV_TRST which shows if the users trust more on a post which the content generator has been responding to its positive comments or they trust more on a post that the content generator has not been responding to any of its comments.

The results prove that – in all the regions of accessible population – the users' find posts that their content generators have been responding to their positive comments more trustworthy and they trust less, posts which their content generators have omitted responding to any of their comments.

It means users will trust the posts of the content generators who respond to the positive comments of them; hence those posts earn the users trust more.

5.2.3.5.3 Hypothesis 5.3

This sub-hypothesis goes over the exposure generating effect of responding to the users' both positive and negative comments on a post, in comparison with just responding to the positive comments and neglecting to do so for the negative ones.

This aspect of exposure generating is weighed by two variables in this research, those variables are:

- CMNT_NEG_ATT which shows if the users pay more attention to a post which the content generator has been responding to its both negative and positive comments or they pay more attention to a post that the content generator has been just responding to its positive comments without doing so for the negative ones,
- CMNT_NEG_SHR which shows if the users are more willing to share a post which the content generator has been responding to its both negative and positive comments or they are more willing to share a post that the content generator has been just responding to its positive comments without doing so for the negative ones.

The results prove that – in all the regions of accessible population – the users' preference is toward posts which their content generators have been responding to both their positive and negative comments and they lean less toward posts which their content generators have been responding to their positive comments and have omitted responding the negative ones.

It means users pay more attention and also, share more the posts of the content generators who respond to the both positive and negative comments of them; hence those posts gain more exposure.

5.2.3.5.4 Hypothesis 5.4

This sub-hypothesis goes over the trust building effect of responding to the users' both positive and negative comments on a post, in comparison with just responding to the users' positive comments and neglecting to do so for the negative ones.

This aspect of trust building is weighed by one variable in this research, that variable is:

- CMNT_NEG_TRST which shows if the users trust more on a post which the content generator has been responding to both its negative and positive comments or they trust more on a post that the content generator has been just responding to its positive comments without doing so for the negative ones.

The results prove that – in all the regions of accessible population – the users' find posts that their content generators have been responding to both their positive and negative comments more trustworthy and they trust less, posts which their content generators have been responding to their positive comments and have omitted responding the negative ones..

It means users will trust the posts of the content generators who respond to both the positive and negative comments of them; hence those posts earn the users trust more.

5.2.3.6 Hypothesis 6

This hypothesis compares the exposure generating and also insight gaining effect of involving Social Media users in various aspects of expressive and creative process.

By means of two sub-hypotheses it is offered that a content generator – as an entity – by involving its Social Media audience in the process of advertisement development and asking them to put their ideas forward for the new ad, instead of merely announcing the upcoming arrival of a new ad, increases its chances of gaining better exposure. Also, the content generator by engaging the users in the process of advertisement development improves its odds of gaining insight into the users' private information.

Similar to the above and by utilizing two other sub-hypotheses, it is offered that a content generator – as an entity – by involving its Social Media audience in the process of new product/service development and asking them to propose their ideas for the new product/service, instead of just notifying the upcoming introduction of a new product/service, improves its odds of gaining better exposure. Also, the content generator by engaging the users in the process of new product/service development increases its chances of gaining insight into the users' private information.

In a similar fashion and by employing two other sub-hypotheses, it is offered that a content generator – as an entity – by involving its Social Media audience in the process of improving an existing product/service and asking them to suggest their ideas for possible improvements, instead of just declaring the upcoming improvement to an existing product/service, increases its chances of gaining better exposure. Also, the content generator by engaging the users in the process of improving an existing product/service raises its odds of gaining insight into the users' private information.

5.2.3.6.1 Hypothesis 6.1

This sub-hypothesis goes over the exposure generating effect of involving Social Media audience to participate in advertising concept development in comparison with just using Social Media as an announcement platform to notify the users about development of a new ad.

This aspect of exposure generating is weighed by two variables in this research, those variables are:

- AD_ATT which shows if the users pay more attention to a post of a content generator – as an entity – that has been asking them to participate in advertising concept development by putting their ideas forward or they pay more attention to a post that has been announcing the upcoming arrival of a new ad,
- AD_SHR which shows if the users are more willing to share a post of a content generator – as an entity – that has been asking them to participate in advertising concept development by putting their ideas forward or they are more willing to share a post that has been announcing the upcoming arrival of a new ad.

The results prove that – in all the regions of accessible population – the users' preference is toward the content generators' posts that have been asking them to participate in the creative process of advertising concept development and they lean less toward the content generators' posts that have been a mere announcement of an upcoming new ad.

It means users pay more attention and also, share more the posts of the content generators who invite them to take part in advertising concept development; hence those posts gain more exposure.

5.2.3.6.2 Hypothesis 6.2

This sub-hypothesis goes over the exposure generating effect of involving Social Media audience to participate in new product/service development in comparison with just using Social Media as an announcement platform to notify the users about development of a new product/service.

This aspect of exposure generating is weighed by two variables in this research, those variables are:

- NEW_PROD_ATT which shows if the users pay more attention to a post of a content generator – as an entity – that has been asking them to participate in new product/service development by putting their ideas forward or they pay more attention to a post that has been announcing the upcoming arrival of a new product/service,
- NEW_PROD_SHR which shows if the users are more willing to share a post of a content generator – as an entity – that has been asking them to participate in new product/service development by putting their ideas forward or they are more willing to share a post that has been announcing the upcoming arrival of a new product/service.

The results prove that – in all the regions of accessible population – the users' preference is toward the content generators' posts that have been asking them to participate in the creative process of new product/service development and they lean less toward the content generators' posts that have been a mere announcement of an upcoming new product/service.

It means users pay more attention and also, share more the posts of the content generators who invite them to take part in new product/service development; hence those posts gain more exposure.

5.2.3.6.3 Hypothesis 6.3

This sub-hypothesis goes over the exposure generating effect of involving Social Media audience to participate in existing product/service improvement process in comparison with just using Social Media as an announcement platform to notify the users about an upcoming improvement to an existing product/service.

This aspect of exposure generating is weighed by two variables in this research, those variables are:

- EXST_PROD_ATT which shows if the users pay more attention to a post of a content generator – as an entity – that has been asking them to participate in existing product/service improvement process by putting their ideas forward or they pay more attention to a post that has been announcing the upcoming arrival of an improvement to an existing product/service,
- EXST_PROD_SHR which shows if the users are more willing to share a post of a content generator – as an entity – that has been asking them to participate in existing product/service improvement process by putting their ideas forward or they are more willing to share a post that has been announcing the upcoming arrival of an improvement to an existing product/service.

The results prove that – in all the regions of accessible population – the users' preference is toward the content generators' posts that have been asking them to participate in the creative process of existing product/service improvement and they lean less toward the content generators' posts that have been a mere announcement of an upcoming improvement to an existing product/service.

It means users pay more attention and also, share more the posts of the content generators who invite them to take part in existing product/service improvement process; hence those posts gain more exposure.

5.2.3.6.4 Hypothesis 6.4

This sub-hypothesis goes over the insight gaining effect of involving Social Media audience to participate in advertising concept development by divulging some personal information in comparison with just using Social Media as an announcement platform to notify the users about development of a new ad and asking them for some personal information.

This aspect of insight gaining is weighed by one variable in this research, that variable is:

- AD_INF which shows if the users are more willing to give their personal information as a result of seeing a post of a content generator – as an entity – that has been asking them to participate in advertising concept development by divulging some personal information or it is more probable that they give information in response to a post that has been announcing the upcoming arrival of a new ad.

The results prove that – in all the regions of accessible population – the users' are more willing to provide information in response to the content generators' posts that have been asking them to participate in the creative process of advertising concept development by disclosing some personal information while they are less willing to do so in response to the content generators' posts that have been a mere announcement of an upcoming new ad.

It means users will provide information for the content generators who invite them to take part in advertising concept development by divulging some personal information; hence those content generators gain more insight.

5.2.3.6.5 Hypothesis 6.5

This sub-hypothesis goes over the insight gaining effect of involving Social Media audience to participate in new product/service development by divulging some personal information in comparison with just using Social Media as an announcement platform to notify the users about development of a new product/service and asking them for some personal information.

This aspect of insight gaining is weighed by one variable in this research, that variable is:

- NEW_PROD_INF which shows if the users are more willing to give their personal information as a result of seeing a post of a content generator – as an entity – that has been asking them to participate in new product/service development by divulging some personal information or it is more probable that they give information in response to a post that has been announcing the upcoming arrival of a new product/service.

The results prove that – in all the regions of accessible population – the users' are more willing to provide information in response to the content generators' posts that have been asking them to participate in the creative process of new product/service development by disclosing some personal information while they are less willing to do so in response to the content generators' posts that have been a mere announcement of an upcoming new product/service.

It means users will provide information for the content generators who invite them to take part in new product/service development by divulging some personal information; hence those content generators gain more insight.

5.2.3.6.6 Hypothesis 6.6

This sub-hypothesis goes over the insight gaining effect of involving Social Media audience to participate in existing product/service improvement process by divulging some personal information in comparison with just using Social Media as an announcement platform to notify the users about improvement of an existing product/service and asking them for some personal information.

This aspect of insight gaining is weighed by one variable in this research, that variable is:

- EXST_PROD_INF which shows if the users are more willing to give their personal information as a result of seeing a post of a content generator – as an entity – that has been asking them to participate in existing product/service improvement process by divulging some personal information or it is more probable that they give information in response to a post that has been announcing the upcoming improvement to an existing product/service.

The results prove that – in all the regions of accessible population – the users' are more willing to provide information in response to the content generators' posts that have been asking them to participate in the creative process of existing product/service improvement by disclosing some personal information while they are less willing to do so in response to the content generators' posts that have been a mere announcement of an upcoming improvement to an existing product/service.

It means users will provide information for the content generators who invite them to take part in existing product/service improvement process by divulging some personal information; hence those content generators gain more insight.

CHAPTER 6

CONCLUSIONS AND OPPORTUNITIES FOR FUTURE RESEARCH

6 Conclusions

Emergence of the Internet, Social Media and smartphones in the past decades revolutionized the way we communicate with each other and the manner by which we express ourselves.

The Internet connected everybody to each other and made a ‘global village’; Social Media made socialization possible in this village through different types of media and in a multitude of ways; and finally, smartphones put all of those in the palm of our hands and made it a ubiquitous and a continuous experience for us.

Social Media not only disrupted and changed the ways of communication among people; it also disrupted traditional media’s established ways of communication and brought about new communication paradigms into the whole spectrum in several major ways:

- While traditional media is limited in the number of people who they could reach to and gain access to, Social Media made it possible that thoughts, ideas, news and anything that is expressible in some form of media be conveyed to a huge portion of population and possibly and virtually reach to everybody across the globe.
- Moreover, traditional media suffers from being heavily limited by time. For example, news programs are broadcasted on TV or Radio based on a specific timetable which if viewers and listeners miss the schedule, they will miss the program. Or in case of newspapers and magazines they are just available on specific days or months.

Social Media on the other hand, is much less prone to time limitation. Videos on YouTube are basically there forever, tweets on Twitter virtually are there permanently, and that is the user who determines

when wants to go to Social Media to view things. In a nutshell, traditional media enforces the time and schedule on the users of the media while in Social Media it is the users who pick the time that suits them the best.

- Also, in traditional media usually the production and distribution processes are big, costly, laborious and cumbersome. For example, TV stations have huge overhead and fixed costs, such as personnel, studio, transmission, maintenance and so on. Or newspapers and magazines require big editorials, large and costly production and complicated distribution networks.

But, Social Media make it easily possible for everybody to produce and distribute content, from simple and short 140 character tweets to complex YouTube videos. Hence, Social Media provides the platform almost cost free for everybody who has something to say. Thus, it is not anymore just a few who can talk and produce media, now it is everybody who can talk. Now, everybody has the ability to produce and to distribute media.

- Additionally, in traditional media, the communication is one-way. The ability of the media consumers to talk back to media producers is almost zero and very limited. On the contrary, in Social Media, there is a two-way communication that goes on incessantly.

This two-way communication is not only between the media producers and the media consumers but it is also between the media consumers themselves. The two-way communication and peer-to-peer communication is an essential part of Social Media.

- Furthermore, it is very hard to pass on and hand over traditional media from one media consumer to other ones. For example, it is not possible to pass a magazine from one reader to many others; one person can just pass the magazine only to one other person. But in Social Media, it is very easy for a user to pass an interesting piece to many others instantly. For example, a Facebook user can share some interesting post of another user among his/her network of friends instantly.

Additionally, it is easy to pass things between different Social Media. As an example, a YouTube video can be immediately passed on and shared on Facebook and Twitter with minimum effort.

For a long time, traditional media have been the principal mean of mass communication for business entities and part of their integrated marketing communication. Thus, the efficient and advantageous ways of using them and incorporating them into the business strategy are well-studied and firmly established.

Social Media shatters the established ways of communication which business entities are used to them and brings new paradigms into the communication strategies due to its inherent and vast differences with traditional media.

On account of that, it is a big mistake if the business entities try to treat Social Media similar to traditional media and attempt to convey the same strategies and tactics – which they have been using on traditional media for a long time – to Social Media.

This research addresses various major differences that traditional media and Social Media have and demonstrates how to use those differences in ways that is beneficial to business entities and assists them to integrate those differences

into their business strategies in general and into their communication strategies in particular – especially as a part of their integrated marketing communication – to gain competitive advantage.

6.1 Hypotheses Verification

To use the features of Social Media in an advantageous way to a firm's business strategy in general and its integrated marketing communication in particular, six hypotheses have been offered that covers three major strategic areas of exposure gaining, trust building and insight seeking.

Based on the analysis of the data – which was carefully and by considering scientific measures collected from different regions of the world – all those six hypotheses are proven to be standing correct. The following gives a summary of the study's findings:

- i) From 11,163 participants in the survey, 66.5% of them pay more attention to a message that has been sent repeatedly over a Social Media channel. In the five regions of accessible population the percentages are around the same number, in Spain it is 67.3%, in other European countries it is 63.8%, in China it is 65.5%, in Canada/USA it is 65.3% and in other American countries it is 64.9%.

Similar to the above, the participants who would share such a message showing the same statistics except for China which has only 0.3% difference with the above number and it is 65.2 %.

Among all the participants 70.2% of them pay more attention to different messages with a central theme than a message which has been simply just repeated. In the regions of accessible population the percentages have a little variation; in Spain it is 71.4%, in other

European countries it is 66.8%, in China it is 69.9%, in Canada/USA it is 65.6% and in other American countries it is 68.0%.

With respect to the sharing of messages with a central theme in comparison to repeated messages, the percentages are similar to the above except for participants from other European countries with 0.2% difference which stand at 66.6%.

Again, the participants who prefer to see different messages with central theme being send over different Social Media channels instead of seeing the same message in all of those channels holds the majority with 93.5%. The percentages in all the regions of accessible population are all above 90%, with Spain stand at 93.0%, other European countries at 94.3%, China at 93.9%, Canada/USA at 97.4% and other American countries at 90.2%. The percentages are equal for the participants who prefer to share such messages.

Running the 'binomial proportion test of a single population' for testing the first hypothesis using the results of the survey shows a p-value under 0.01 for all the variables in all the regions of accessible population.

FIRST CONCLUSION: According to what the study results shows, it is exposure-wise better to be active on Social Media instead of being passive – even though by being repetitive. In addition to that, coming up with innovative new ways to say the same thing is more influential than being repetitive. Besides all those, it is more effective to compose and send different messages in alignment with each other on different Social Media channels

instead of solely relaying the exact same message over those different Social Media channels.

THE RESULTS PROVE THAT THE FIRST HYPOTHESIS IS CORRECT.

- ii) From 11,163 participants in the survey, 93.4% of them pay more attention to a message on Social Media that is formulated in an interrogative manner in comparison to a message that is fashioned in non-interrogative (declarative/imperative/exclamatory) manner. In the five regions of accessible population the percentages of participants who prefer the former are all above 90%, in Spain it is 93.1%, in other European countries it is 94.4%, in China it is 96.1%, in Canada/USA it is 92.4% and in other American countries it is 91.9%. And, regarding commenting or answering on such a message the percentages are exactly identical to what have mentioned.

Regarding sharing a message that is formulated in an interrogative manner instead of non-interrogative (declarative/imperative/exclamatory), the percentages are similar to what mentioned above with only a slight 0.1% difference in the percentage resulting from participants coming from other European countries which stands at 94.3%.

Running the 'binomial proportion test of a single population' for testing the second hypothesis using the results of the survey shows a p-value under 0.01 for all the variables in all the regions of accessible population.

SECOND CONCLUSION: The results of the study show that it is not only better exposure-wise but also it achieves a greater insight into audience, if a message is composed in an interrogative fashion and send over Social Media.

THE RESULTS PROVE THAT THE SECOND HYPOTHESIS IS CORRECT.

- iii) Among 11,163 participants in the survey 95.6% of them pay more attention to a message on Social Media that is composed out of more diverse types of media than a one that is made of fewer types of media. In the five regions of accessible population the percentages are all above 90% with Spain standing at 96.3%, other European countries at 99.6%, China at 94.5%, Canada/USA at 98.2% and other American countries at 93.4%.

Percentages for sharing such a message among all the participants are 95.5% and the rest are similar to what mentioned earlier except with a slight 0.2% difference for participants from other European countries which is 99.4%.

Running the 'binomial proportion test of a single population' for testing the third hypothesis using the results of the survey shows a p-value under 0.01 for all the variables in all the regions of accessible population.

THIRD CONCLUSION: The outcome of the study demonstrates that when a message composed of more diverse types of media, it not only engages the audience better and but also earns more exposure.

THE RESULTS PROVE THAT THE THIRD HYPOTHESIS IS CORRECT.

- iv) Among 11,163 participants in the survey, 72.2% of them pay more attention to a message which is composed of users' content contribution in comparison with a message that is comprised of the subject's owner content. In the five regions of accessible population the percentages have less than 8% variation. Spain stands at 70.2%, other European countries at 71.2%, China 78.1%, Canada/USA at 69.6% and other American countries at 75.6%. The numbers resulting from the survey are exactly the same as those above when it comes to trusting such messages.

Regarding sharing such messages, the percentages are very similar to what stated above with two exceptions. The total percentage among all the participants is 72.3% which shows a small 0.1% difference and also, for participants from China there is a 0.1% variation and the percentage is 78.2%.

Among all the responders to the questionnaire, 61.9% of them pay more attention to a message that is composed of amateur-level quality content in comparison to a message which is made of professional-level quality content. In the five region of accessible population, the percentage for Spain is 60.7%, for other European countries is 55.8%, for China is 65.5%, for Canada/USA is 61.1% and for other American countries is 64.7%. The percentages are identical to these when it comes to sharing such messages in all those regions and also in total.

When it comes to trusting such messages, the numbers are similar with two exceptions. First, among all the participants there is a 0.1% difference and it is 61.8% and also among participants from China there is also a 0.1% variation and it is 65.4%.

Running the 'binomial proportion test of a single population' for testing the fourth hypothesis using the results of the survey shows a p-value under 0.01 for all the variables in all the regions of accessible population.

FOURTH CONCLUSION: Based on the results of this study, it can be inferred that a message which is made from users' content contributions and is send over Social Media gains more exposure than a message that is made of the content of subject's owner. Also, the former earns audience's trust more than the latter. The same goes for the messages which are composed out of user-level content; those messages also in both exposure gaining and trust building aspects are better than messages which are composed out of professional-level content.

THE RESULTS PROVE THAT THE FOURTH HYPOTHESIS IS CORRECT.

- v) Among 11,163 participants in the survey, 67.7% of them pay more attention to a message which the content generator has been responding to its positive comments in comparison with a message that the content generator has not been responding to any of its comments. In the five regions of accessible population there is not a big variation among the percentages, Spain stands at 67.8%, other European countries at 68.8%, China 67.0%, Canada/USA at 66.7%

and other American countries at 69.3%. The percentages resulting from the survey are exactly the same as those above when it comes to sharing and also trusting such messages.

When it comes to paying attention to a message which the content generator has been responding to its both negative and positive comments in comparison with a message that the content generator has been just responding to its positive comments without doing so for the negative ones, among all the participants 88.0% of them prefer the former to the latter. In the five regions of accessible population, the percentages all are higher than 80%, with Spain at 88.6%, other European countries at 93.3%, China at 84.4%, Canada/USA at 90.6% and other American countries at 85.4%. Again, the percentages are alike for participants who prefer to share such posts. When it comes to trusting such messages, the percentages are exactly the same except for China with a small 0.1% difference, being 84.3%.

Running the 'binomial proportion test of a single population' for testing the fifth hypothesis using the results of the survey shows a p-value under 0.01 for all the variables in all the regions of accessible population.

FIFTH CONCLUSION: The findings of the research show that responding to positive comments of the audience on Social Media posts earns their trust to a greater degree and also gives the sender more exposure than not responding to the comments at all. Also, if the sender responds not only to the positive comments but also to the negative ones, the exposure gaining and trust building effect is greater than just responding to the positive comments.

THE RESULTS PROVE THAT THE FIFTH HYPOTHESIS IS CORRECT.

- vi) From 11,163 participants in the survey, 96.0% of them pay more attention to the message of a content generator – as an entity – that has been asking them to participate in advertising concept development by putting their ideas forward than a message that has been announcing the upcoming arrival of a new ad. In the five regions of accessible population the percentages are around the same number and above 90%, in Spain it is 96.2%, in other European countries it is 93.2%, in China it is 96.8%, in Canada/USA it is 98.1% and in other American countries it is 94.2%.

Percentages are similar to those mentioned above when it comes to sharing such messages. In regard to divulging information in response to such posts, the percentages are similar except for the percentages of participants from other European countries which is 93.3% and China which is 96.9% and both have 0.1% difference from the previous numbers.

Among all the participants in the survey, 96.0% of them pay more attention to the message of a content generator – as an entity – that has been asking them to participate in new product/service development by putting their ideas forward than a message that has been announcing the upcoming arrival of a new product/service. In the five regions of accessible population the percentages are near each other and all are above 90%. In Spain it is 96.3%, in other European countries it is 93.2%, in China it is 96.8%, in Canada/USA it is 98.1% and in other American countries it is 94.2%.

Percentages are similar to those mentioned above when it comes to sharing such messages. In regard to divulging information in response to such posts, the percentages are similar except for the percentage of participants from China which is 96.9% and has a slight 0.1% difference from the previous numbers.

96.0% of the participants in the survey pay more attention to the message of a content generator – as an entity – that has been asking them to participate in existing product/service improvement process by putting their ideas forward than a message that has been announcing the upcoming arrival of an improvement to an existing product/service. In the five regions of accessible population the percentages are around the same number and all are above 90%. In Spain it is 96.3%, in other European countries it is 93.2%, in China it is 96.9%, in Canada/USA it is 98.1% and in other American countries it is 94.2%.

Percentages are similar to those mentioned above when it comes to sharing such messages. Also, in regard to divulging information in response to such posts, the percentages are identical.

Running the ‘binomial proportion test of a single population’ for testing the sixth hypothesis using the results of the survey shows a p-value under 0.01 for all the variables in all the regions of accessible population.

SIXTH CONCLUSION: Finally, as the results of the study exhibits, it is better to involve the audience over Social Media in the creative process will it be for developing a new product/service, improving an existing one or creating an ad. By

doing so, the audience is more willing to disclose some personal information and also it builds trust among them.

THE RESULTS PROVE THAT THE SIXTH HYPOTHESIS IS CORRECT.

6.2 Limitation

Due to limitation in resources it was impossible to ensure a proper sampling for conducting the research in several regions (Africa, Asian countries other than China and Oceania).

There were not enough help to translate the questionnaire in all the common languages in those regions, such as Arabic and French. Also there were not enough connection with people in the field who could help in sampling and questionnaire distribution. So those regions are not included in the hypotheses correctness discussion.

6.3 Recommendations

Here, a concise and general list of applicable suggestions and guidelines – based on this research’s results – are put forward which business entities should consider while planning and formulating their strategies. This would help them to properly incorporate Social Media oriented strategies into their communication plans:

- **Give up the illusion of control:** There is no control over who, how and when is going to see a business entity’s posts on Social Media. Those types of control are possible only in traditional media.

So, while contemplating on communicating with the audience over Social Media, a business entity should always consider that it is just

part of a communication process which although it may start the process, but it has not much of a control over how the process would pans out afterwards.

- **It is a two-way communication:** Social Media make it possible for a business entity to have a two-way communication with its audience. That gives it valuable insight into the mind and behavior of its audience which was almost impossible to gain through traditional media. So, the business entity should not forget to listen back to its audience.
- **Participate in the conversation:** Just listening to the audience is not enough for a business entity. It should talk back to its audience and should maintain a conversation. A business entity should respond to its audience's concerns and should thank them if they mention something positive about its posts.
- **Treat the audience as equals:** As a business entity cannot mute its audience on Social Media, and it cannot control how they are going to react to its posts, and with whom they are going to share the posts; it brings the business entity to the same level as its audience.

It means the business entity does not have any advantage over its audience and it is just part of a conversation not the top of the conversation. Lack of control over the conversation levels the business entity with its audience; hence it should not take a top-down approach toward its audience, and should treat them as equals which on Social Media it really is.

- **Align the use of multiple Social Media platforms:** There are so many different Social Media platforms available which makes it impossible to use all of them. A business entity should find the ones that suit its needs the best and use those ones.

It should not forget that instead of doing the same thing on all of the chosen Social Media platforms; its actions should be different on each one of them and should take advantage of each platform's offered features, but as well as that, should keep its actions coordinated and aligned.

- **Be fresh and active:** Although content on Social Media are not bound to a limited lifespan and they would almost be permanently available; but there is so much content come toward the users from different sources which practically could give a short lifespan to the content generated by a business entity. So, the business entity should be active and should frequently send posts and while doing so, it should try to be creative and come up with fresh content to have a better impact on the audience.
- **Make media rich content:** Users are more attracted to media rich content. So, a business entity should learn features of the Social Media platforms that it is using and within the limits and liberties that each one gives, should make media rich contents to gain better exposure.
- **Ask and invite:** Social Media users would give more information, more exposure and trust a business entity more if it asks them on the subjects that are important to its business. The same goes for inviting the audience to participate in those matters by helping it with their

ideas. So, it should not forget that forming communities is an important aspect of communication on Social Media.

- **Use user-made and user-level content:** People trust their peers and the word of mouth travels fast. A business entity does not need overly professional content to be seen. It should create posts which incorporate contents that are made by users. Also, it should not over produce its content, being amateurish is in its own favor.

6.4 Future Research Opportunities

First of all, as a research opportunity it would be interesting to conduct the research in those regions mentioned above and check if the results conform with this research's results.

There are, also, many opportunities for doing new research in the field of Social Media and its proper and impactful use in business strategy and integrated marketing communication.

One very interesting field of study is on discovering patterns and offering models – based on those patterns – to help organizations in discovering and forecasting the distribution and penetration of their content among the users, finding out the optimum frequency of messaging on different Social Media platforms, optimizing and finding out the balance between professional and amateur content, and so on. In general, offering models which could help organizations to estimate, envision and calculate the impact of their contents on Social Media is an important field of study.

Another major branch of studies is on the usage of internal Social Media platforms for communications that happen inside an organization. Also, the role that internal Social Media platforms have in organizational knowledge management and sharing is another topic in this category.

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8 Appendixes

8.1 Countries Grouping Based on UN M.49 Standard

“UN M.49 Standard” categorized world countries by two major factors. Those factors are the economic development of the countries and their geographical position. Those divisions have been clarified in “UN M.49 Standard” in its “Composition of Regions” segment. The document is accessible through United Nations Statistics Division website (<http://unstats.un.org>). The following sections show the divisions related to this research.

8.1.1 Countries Segmentation Based on Economic Development

The world counties have been divided into two major groups of developed and developing countries based on their economic development.

8.1.1.1 Developed Countries

The following table shows countries count as developed by the end of the year 2011 revision of the listing.

1	Albania	2	Andorra	3	Australia
4	Austria	5	Belarus	6	Belgium
7	Bermuda	8	Bosnia and Herzegovina	9	Bulgaria
10	Canada	11	Croatia	12	Czech Republic
13	Denmark	14	Estonia	15	Faroe Islands
16	Finland	17	France	18	Germany

Table 8-1: Developed Countries

19	Greece	20	Greenland	21	Hungary
22	Iceland	23	Ireland	24	Italy
25	Japan	26	Latvia	27	Liechtenstein
28	Lithuania	29	Luxembourg	30	Malta
31	Moldova	32	Monaco	33	Montenegro
34	Netherlands	35	New Zealand	36	Norway
37	Poland	38	Portugal	39	Romania
40	Russian Federation	41	San Marino	42	Serbia
43	Slovakia	44	Slovenia	45	Spain
46	Sweden	47	Switzerland	48	Republic of Macedonia
49	Ukraine	50	United Kingdom	51	United States

Table 8-1: Developed Countries (cont.)

Source: UN M.49 Standard

8.1.1.2 Developing Countries

The following table shows countries count as developing by the end of the year 2011 revision of the listing:

1	Afghanistan	2	Algeria	3	American Samoa
4	Angola	5	Anguilla	6	Antigua and Barbuda

Table 8-2: Developing Countries

7	Argentina	8	Armenia	9	Aruba
10	Azerbaijan	11	Bahamas	12	Bahrain
13	Bangladesh	14	Barbados	15	Belize
16	Benin	17	Bhutan	18	Bolivia
19	Botswana	20	Brazil	21	British Virgin Islands
22	Brunei Darussalam	23	Burkina Faso	24	Burundi
25	Cambodia	26	Cameroon	27	Cape Verde
28	Cayman Islands	29	Central African Republic	30	Chad
31	Chile	32	China	33	Cocos Keeling Islands
34	Colombia	35	Comoros	36	Congo (Republic of the)
37	Congo (Democratic Republic)	38	Cook Islands	39	Costa Rica
40	Côte d'Ivoire	41	Cuba	42	Cyprus
43	Democratic People's Republic of Korea	44	Djibouti	45	Dominica
46	Dominican Rep.	47	Ecuador	48	Egypt
49	El Salvador	50	Equatorial Guinea	51	Eritrea
52	Ethiopia	53	Falkland Islands (Malvinas)	54	Fiji

Table 8-2: Developing Countries (cont.)

55	French Polynesia	56	Gabon	57	Gambia
58	Georgia	59	Ghana	60	Grenada
61	Guam	62	Guatemala	63	Guinea
64	Guinea-Bissau	65	Guyana	66	Haiti
67	Honduras	68	Hong Kong, China	69	India
70	Indonesia	71	Iran (Islamic Republic of)	72	Iraq
73	Israel	74	Jamaica	75	Jordan
76	Kazakhstan	77	Kenya	78	Kiribati
79	Korea (Republic of)	80	Kuwait	81	Kyrgyzstan
82	Lao P.D.R.	83	Lebanon	84	Lesotho
85	Liberia	86	Libyan Arab Jamahiriya	87	Macao, China
88	Madagascar	89	Malawi	90	Malaysia
91	Maldives	92	Mali	93	Marshall Islands
94	Mauritania	95	Mauritius	96	Mayotte
97	Mexico	98	Micronesia	99	Mongolia
100	Montserrat	101	Morocco	102	Mozambique
103	Myanmar	104	Namibia	105	Nauru
106	Nepal	107	Neth. Antilles	108	New Caledonia
109	Nicaragua	110	Niger	111	Nigeria

Table 8-2: Developing Countries (cont.)

112	Niue	113	Northern Marianas	114	Oman
115	Pakistan	116	Palau	117	Palestinian Authority
118	Panama	119	Papua New Guinea	120	Paraguay
121	Peru	122	Philippines	123	Puerto Rico
124	Qatar	125	Rwanda	126	Sao Tomé and Príncipe
127	Samoa	128	Saudi Arabia	129	Senegal
130	Seychelles	131	Sierra Leone	132	Singapore
133	Solomon Islands	134	Somalia	135	South Africa
136	Sri Lanka	137	Saint Kitts and Nevis	138	Saint Lucia
139	Saint Vincent and the Grenadines	140	Sudan	141	Suriname
142	Swaziland	143	Syrian Arab Republic	144	Taiwan, Province of China
145	Tajikistan	146	Tanzania	147	Thailand
148	Timor-Leste	149	Togo	150	Tokelau
151	Tonga	152	Trinidad & Tobago	153	Tunisia
154	Turkey	155	Turkmenistan	156	Turks & Caicos Is.
157	Tuvalu	158	Uganda	159	United Arab Emirates
160	Uruguay	161	Uzbekistan	162	Vanuatu
163	Venezuela	164	Viet Nam	165	Virgin Islands (US)

Table 8-2: Developing Countries (cont.)

166	Yemen	167	Zambia	168	Zimbabwe
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Table 8-2: Developing Countries (cont.)

Source: UN M.49 Standard

8.1.2 Countries Segmentation Based on Geographical Regions

The world counties have been divided into five major groups based on their geographical location. These five major geographical groups are:

- Africa
- Americas
- Asia
- Europe
- Oceania

Each of these five groups of countries furthermore has been divided into smaller geographical subgroups. From those subgroups there is only one that is related to this research which is East Asia. The countries in East Asia have been listed under Asia segment of the following sections.

8.1.2.1 Africa

The following table shows countries count as African by the end of the year 2011 revision of the listing:

1	Algeria	2	Angola	3	Benin
4	Botswana	5	Burkina Faso	6	Burundi

Table 8-3: African Countries

7	Cabo Verde	8	Cameroon	9	Central African Republic
10	Chad	11	Comoros	12	Congo
13	Cote d'Ivoire	14	Democratic Republic of the Congo	15	Djibouti
16	Egypt	17	Equatorial Guinea	18	Eritrea
19	Ethiopia	20	Gabon	21	Gambia
22	Ghana	23	Guinea	24	Guinea-Bissau
25	Kenya	26	Lesotho	27	Liberia
28	Libya	29	Madagascar	30	Malawi
31	Mali	32	Mauritania	33	Mauritius
34	Mayotte	35	Morocco	36	Mozambique
37	Namibia	38	Niger	39	Nigeria
40	Réunion	41	Rwanda	42	Saint Helena
43	Sao Tome and Principe	44	Senegal	45	Seychelles
46	Sierra Leone	47	Somalia	48	South Africa
49	South Sudan	50	Sudan	51	Swaziland
52	Togo	53	Tunisia	54	Uganda
55	United Republic of Tanzania	56	Western Sahara	57	Zambia
58	Zimbabwe				

Table 8-3: African Countries (cont.)

Source: UN M.49 Standard

8.1.2.2 Americas

The following table shows countries count as American by the end of the year 2011 revision of the listing:

1	Anguilla	2	Antigua and Barbuda	3	Argentina
4	Aruba	5	Bahamas	6	Barbados
7	Belize	8	Bermuda	9	Bolivia (Plurinational State of)
10	Bonaire, Sint Eustatius and Saba	11	Brazil	12	British Virgin Islands
13	Canada	14	Cayman Islands	15	Chile
16	Colombia	17	Costa Rica	18	Cuba
19	Curaçao	20	Dominica	21	Dominican Republic
22	Ecuador	23	El Salvador	24	Falkland Islands (Malvinas)
25	French Guiana	26	Greenland	27	Grenada
28	Guadeloupe	29	Guatemala	30	Guyana
31	Haiti	32	Honduras	33	Jamaica
34	Martinique	35	Mexico	36	Montserrat

Table 8-4: American Countries

37	Nicaragua	38	Panama	39	Paraguay
40	Peru	41	Puerto Rico	42	Saint Kitts and Nevis
43	Saint Lucia	44	Saint Martin (French part)	45	Saint Pierre and Miquelon
46	Saint Vincent and the Grenadines	47	Saint-Barthélemy	48	Sint Maarten (Dutch part)
49	Suriname	50	Trinidad and Tobago	51	Turks and Caicos Islands
52	United States of America	53	United States Virgin Islands	54	Uruguay
55	Venezuela (Bolivarian Republic of)				

Table 8-4: American Countries (cont.)

Source: UN M.49 Standard

8.1.2.3 Asia

The following table shows countries count as Asian by the end of the year 2011 revision of the listing:

1	Afghanistan	2	Armenia	3	Azerbaijan
4	Bahrain	5	Bangladesh	6	Bhutan

Table 8-5: Asian Countries

7	Brunei Darussalam	8	Cambodia	9	China
10	China, Hong Kong Special Administrative Region	11	China, Macao Special Administrative Region	12	Cyprus
13	Democratic People's Republic of Korea	14	Georgia	15	India
16	Indonesia	17	Iran (Islamic Republic of)	18	Iraq
19	Israel	20	Japan	21	Jordan
22	Kazakhstan	23	Kuwait	24	Kyrgyzstan
25	Lao People's Democratic Republic	26	Lebanon	27	Malaysia
28	Maldives	29	Mongolia	30	Myanmar
31	Nepal	32	Oman	33	Pakistan
34	Philippines	35	Qatar	36	Republic of Korea
37	Saudi Arabia	38	Singapore	39	Sri Lanka
40	State of Palestine	41	Syrian Arab Republic	42	Tajikistan
43	Thailand	44	Timor-Leste	45	Turkey
46	Turkmenistan	47	United Arab Emirates	48	Uzbekistan
49	Viet Nam	50	Yemen		

Table 8-5: Asian Countries (cont.)

Source: UN M.49 Standard

8.1.2.3.1 East Asia

The following table shows countries count as East Asian by the end of the year 2011 revision of the listing:

1	China	2	China, Hong Kong Special Administrative Region	3	China, Macao Special Administrative Region
4	Democratic People's Republic of Korea	5	Japan	6	Mongolia
7	Republic of Korea				

Table 8-6: East Asian Countries

Source: UN M.49 Standard

8.1.2.4 Europe

The following table shows countries count as European by the end of the year 2011 revision of the listing:

1	Åland Islands	2	Albania	3	Andorra
4	Austria	5	Belarus	6	Belgium
7	Bosnia and Herzegovina	8	Bulgaria	9	Channel Islands

Table 8-7: European Countries

10	Croatia	11	Czech Republic	12	Denmark
13	Estonia	14	Faeroe Islands	15	Finland
16	France	17	Germany	18	Gibraltar
19	Greece	20	Guernsey	21	Holy See
22	Hungary	23	Iceland	24	Ireland
25	Isle of Man	26	Italy	27	Jersey
28	Latvia	29	Liechtenstein	30	Lithuania
31	Luxembourg	32	Malta	33	Monaco
34	Montenegro	35	Netherlands	36	Norway
37	Poland	38	Portugal	39	Republic of Moldova
40	Romania	41	Russian Federation	42	San Marino
43	Sark	44	Serbia	45	Slovakia
46	Slovenia	47	Spain	48	Svalbard and Jan Mayen Islands
49	Sweden	50	Switzerland	51	The former Yugoslav Republic of Macedonia
52	Ukraine	53	United Kingdom of Great Britain and Northern Ireland		

Table 8-7: European Countries (cont.)

Source: UN M.49 Standard

8.1.2.5 Oceania

The following table shows countries count as Oceanian by the end of the year 2011 revision of the listing:

1	American Samoa	2	Australia	3	Cook Islands
4	Fiji	5	French Polynesia	6	Guam
7	Kiribati	8	Marshall Islands	9	Micronesia (Federated States of)
10	Nauru	11	New Caledonia	12	New Zealand
13	Niue	14	Norfolk Island	15	Northern Mariana Islands
16	Palau	17	Papua New Guinea	18	Pitcairn
19	Samoa	20	Solomon Islands	21	Tokelau
22	Tonga	23	Tuvalu	24	Vanuatu
25	Wallis and Futuna Islands				

Table 8-8: Oceanian Countries

Source: UN M.49 Standard

8.2 Computer Data Measurement Units

Basic computer data unit is “Bit” (The symbol for a bit is “b”). A bit can have one of the two possible values, 0 or 1. To make it more convenient to work with, each 8 bits grouped together make a “Byte” (The symbol for a byte is

“B”). A byte is the common computer data measurement unit. The larger amount of data is all measured by bytes. The following table shows what are the name and symbols for larger amount of data based on number of bytes in it.

Name	Symbol	Number of bytes	Equal to
Kilobyte	KB	1,024	1,024 B
Megabyte	MB	1,048,576	1,024 KB
Gigabyte	GB	1,073,741,824	1,024 MB
Terabyte	TB	1,099,511,627,776	1,024 GB
Petabyte	PB	1,125,899,906,842,624	1,024 TB
Exabyte	EB	1,152,921,504,606,846,976	1,024 PB
Zettabyte	ZB	1,180,591,620,717,411,303,424	1,024 EB
Yottabyte	YB	1,208,925,819,614,629,174,706,176	1,024 ZB

Table 8-9: Computer Data Measurement Units Based on Byte

Source: Morley and Parker (2014)

8.3 Questionnaire

8.3.1 English Version

8.3.1.1 Introduction

Hello! Welcome to our questionnaire page!

I am Davar Azarmi, a PhD student at Complutense University of Madrid. At the university, we are conducting a research on how people behave facing different situations on Social Media. By responding to this questionnaire, you would greatly help us in our research.

Before you start, there are a few points that we want to mention:

- The questionnaire in total consists of 35 short questions, which would take just a few minutes of your time.
- This is an anonymous questionnaire, which means, we do not ask about your identity or any kind of information that reveals us your identity.
- There are several “technical” terms used in the questionnaire which you are probably familiar with, anyhow, here is a list of definition, which you can read first before you start.

8.3.1.2 Definitions

- **Social Media Channel:** Each of the different social media used by an entity to communicate called a “Social Media Channel”. For example, if you are a member of Facebook and Instagram, each one of those is a Social Media channel of yours.
- **Post:** Any kind of content that is sent on a Social Media channel is a post. For example, things that you write on your Facebook timeline or photos and their captions that you send on Instagram.
- **Share:** When an entity sends someone else’s post, the post has been shared.

- **User-generated Content:** Any content that made by social media users. For example, the statuses you put on your Facebook, or videos you send on YouTube, or photos you post on Instagram, all are examples of user-generated content.
- **Professional-level Produced Content:** If content is made by professionals it called Professional-level Produced Content. For example, Official trailers of feature films which are made by show business professionals, or the wedding photos that are taken by professional photographers.
- **User-level Produced Content:** If content is made by a non-professional is called User-level Produces Content. For example, videos that you make and upload on YouTube, or photos that you take by your mobile and put on Instagram.
- **Anonymous information collection:** When there is no way to find out which piece of collected data comes from which participant.

8.3.1.3 Questions

1- Sex:

- a. Male
- b. Female

2- Age Group:

- a. 12 – 17
- b. 18 – 24
- c. 25 – 34
- d. 35 – 44
- e. 45 – 54

f. 55 – 64

g. 65+

3- Where do you live?

a. Spain

b. Other European Countries (Other than Spain)

c. China

d. Other East Asian Countries (Other than China)

e. Other Asian Countries (Other than East Asia)

f. Canada/USA

g. Other American Countries (Other than Canada/USA)

h. Australia/New Zealand

i. Other Oceanian Countries (Australia/New Zealand)

j. Africa

- Consider the following scenarios about a post:

a. It has been sent once by the sender

b. It has been sent several times by the sender

4- In which scenario would you pay more attention to the post? (*Answers: A, B*)

5- Which scenario would intrigue you more to share the post? (*Answers: A, B*)

- In the same period of time and with the same theme, Sender A and Sender B has done the following:

- Sender A has repeated the same post a number of times

- Sender B has sent various different posts

In that period,

6- To whose posts would you pay more attention? (*Answers: Sender A, Sender B*)

7- Whose posts would intrigue you more to share? (*Answers: Sender A, Sender B*)

- Sender A and Sender B have done the following:
 - Sender A has sent a post
 - Sender B has sent the exact same post as Sender A, but has added a question/poll to it
- 8- To whose post would you pay more attention? (*Answers: Sender A, Sender B*)
- 9- Whose post would intrigue you more to leave a comment/response? (*Answers: Sender A, Sender B*)
- 10- Whose post would intrigue you more to share? (*Answers: Sender A, Sender B*)

- Sender A and Sender B has done the following:
 - Sender A has sent a post
 - Sender B has sent the exact same post as Sender A, but has added a related new medium to it. For example:
 - If A has sent a textual post, B has sent the same and added an image to it
 - If A has sent a post containing a text and an image, B has sent the same and added more images
 - If A has sent a post containing a text and an audio track, B has sent the same post and added a video track too
- 11- To whose post would you pay more attention? (*Answers: Sender A, Sender B*)
- 12- Whose post would intrigue you more to share? (*Answers: Sender A, Sender B*)

- On the same subject, Sender A and Sender B has done the following:

- Sender A has sent a post solely composed of his own content
 - Sender B has sent a post incorporating other users generated content on the subject
- 13- To whose post would you pay more attention? (*Answers: Sender A, Sender B*)
- 14- Whose post would intrigue you more to share? (*Answers: Sender A, Sender B*)
- 15- Whose post would you consider to be more trustworthy about the subject? (*Answers: Sender A, Sender B*)
- Consider the following scenarios about a post:
 - a. The sender has not replied to users' comments on the post
 - b. The sender has replied to the positive users' comments on the post
- 16- In which scenario would you pay more attention to the post? (*Answers: A, B*)
- 17- Which scenario would intrigue you more to share the post? (*Answers: A, B*)
- 18- In which scenario would you consider the post to be more trustworthy? (*Answers: A, B*)
- Consider the following scenarios about a post:
 - a. The sender has replied to the positive users' comments on the post
 - b. The sender has replied to the positive and negative users' comments on the post
- 19- In which scenario would you pay more attention to the post? (*Answers: A, B*)
- 20- Which scenario would intrigue you more to share the post? (*Answers: A, B*)
- 21- In which scenario would you consider the post to be more trustworthy? (*Answers: A, B*)

- On the same subject, Sender A and Sender B has done the following:
 - Sender A has sent a post made of professional-level produced content
 - Sender B has sent a post made of user-level produced content
- 22- To whose post would you pay more attention? (*Answers: Sender A, Sender B*)
- 23- Whose post would intrigue you more to share? (*Answers: Sender A, Sender B*)
- 24- Whose post would you consider to be more trustworthy about the subject? (*Answers: Sender A, Sender B*)

- On the same subject and in several social media channels, Sender A and Sender B has done the following:
 - Sender A has sent the same post on those social media channels
 - Sender B has sent different but related posts on those social media channels
- 25- Altogether, to whose posts would you pay more attention? (*Answers: Sender A, Sender B*)
- 26- Whose posts would intrigue you more to share? (*Answers: Sender A, Sender B*)

- Consider the following scenarios about an entity that is in the process of developing a new ad for an existing product/service:
 - a. The entity sends a post and announces that soon they would introduce a new ad
 - b. The entity sends a post and announces that soon they would introduce a new ad and asks users to participate in the development process by suggesting their ideas
- 27- In which scenario would you pay more attention to the post? (*Answers: A, B*)

28- Which scenario would intrigue you more to share the post? (*Answers: A, B*)

- Consider the following scenarios about an entity that is in the process of developing a new ad for a product/service and needs some related personal information of its users to design a better ad (The personal information would be collected anonymously):
 - a. The entity sends a post and announces that soon they would introduce a new ad and asks users for the personal information
 - b. The entity sends a post and announces that soon they would introduce a new ad and asks users for the personal information and also to participate in the development process by suggesting their ideas

29- In which scenario are you more willing to share some of your personal information with the entity? (*Answers: A, B*)

- Consider the following scenarios about an entity that is in the process of developing a new product/service:
 - a. The entity sends a post and announces that soon they would introduce a new product/service
 - b. The entity sends a post and announces that soon they would introduce a new product/service and asks users to participate in the development process by suggesting their ideas

30- In which scenario would you pay more attention to the post? (*Answers: A, B*)

31- Which scenario would intrigue you more to share the post? (*Answers: A, B*)

- Consider the following scenarios about an entity that is in the process of developing a new product/service and needs some related personal

information of its users to develop a better product/service (The personal information would be collected anonymously):

- a. The entity sends a post and announces that soon they would introduce a new product/service and asks users for the personal information
- b. The entity sends a post and announces that soon they would introduce a new product/service and asks users for the personal information and also to participate in the development process by suggesting their ideas

32- In which scenario are you more willing to share some of your personal information with the entity? (*Answers: A, B*)

- Consider the following scenarios about an entity that is in the process of improving an existing product/service:

- a. The entity sends a post and announces that soon they would improve the product/service
- b. The entity sends a post and announces that soon they would improve the product/service and asks users to participate in the improvement process by suggesting their ideas

33- In which scenario would you pay more attention to the post? (*Answers: A, B*)

34- Which scenario would intrigue you more to share the post? (*Answers: A, B*)

- Consider the following scenarios about an entity that is in the process of improving an existing product/service and needs some related personal information of its users to do a better improvement on the product/service (The personal information would be collected anonymously):

- a. The entity sends a post and announces that soon they would improve the product/service and asks users for the personal information

- b. The entity sends a post and announces that soon they would improve the product/service and asks users for the personal information and also to participate in the improvement process by suggesting their ideas
- 35- In which scenario are you more willing to share some of your personal information with the entity? (*Answers: A, B*)

8.3.2 Spanish Version

8.3.2.1 Introduction

¡Hola! ¡Bienvenido a nuestro cuestionario!

Me llamo Davar Azarmi y soy estudiante de doctorado en la Universidad Complutense de Madrid. En la universidad, estamos realizando una investigación para entender como la gente se comporta en las diferentes situaciones en Los Medios Sociales. Al responder a este cuestionario, nos ayudas enormemente en nuestra investigación.

Antes de empezar, hay unos puntos que queremos mencionar:

- El cuestionario tiene 35 preguntas cortas y solo te llevará muy poco tiempo.
- Este es un cuestionario anónimo. Eso significa que no preguntamos acerca de tu identidad o cualquier tipo de información que nos revela tu identidad.
- Usamos unos “términos técnicos” en el cuestionario que probablemente conozcas, en cualquier caso, la siguiente es una lista de definiciones que puedes leer antes de empezar.

8.3.2.2 Definitions

- **Canal de Medios Sociales:** Cada uno de los diferentes medios sociales que usa una entidad, se llama un “Canal de Medios Sociales”. Por ejemplo, si eres un miembro de Facebook e Instagram, cada uno de ellos es uno de tus canales de medios sociales.
- **Publicación:** Cualquier contenido que ha publicado en un Medio Social es una publicación. Por ejemplo, cosas que escribes en tu biografía de Facebook o fotos y sus leyendas que pones en Instagram.
- **Generador del Contenido:** La entidad que hizo la publicación, se llama “Generador del Contenido”.
- **Compartir:** Cuando una entidad publica una publicación de otra persona.
- **Contenido Generado por Usuario:** Cualquier contenido hecho por usuarios de medios sociales. Por ejemplo: tus publicaciones en Facebook o tus videos en YouTube o tus fotos en Instagram, todos son ejemplos de Contenido Generado por Usuario.
- **Contenido Generado de Nivel Profesional:** Si el contenido está hecho por profesionales, se llama “Contenido Generado de Nivel Profesional”. Por ejemplo, tráileres oficiales de las películas que están hechos por profesionales de edición de video o fotos de boda que están hechos por un fotógrafo profesional.
- **Contenido Generado de Nivel Usuario:** Si el contenido está hecho por no-profesionales, se llama “Contenido Generado de Nivel Usuario”. Por

ejemplo, vídeos que haces y pones en YouTube o fotos que haces con tu móvil y pones en Instagram.

- **Recoger los Datos Anónimamente:** Cuando es imposible averiguar qué información recogida pertenece a qué participante.

8.3.2.3 Questions

1- Sexo:

- a. Hombre
- b. Mujer

2- Grupo de edad:

- a. 12 – 17
- b. 18 – 24
- c. 25 – 34
- d. 35 – 44
- e. 45 – 54
- f. 55 – 64
- g. 65+

3- ¿Dónde vives?

- a. España
- b. Otros países europeos (Aparte de España)
- c. China
- d. Otros países de Asia Oriental (Aparte de China)
- e. Otros países asiáticos (Aparte de Asia Oriental)
- f. Canadá/EE.UU.
- g. Otros países de América (Aparte de Canadá/EE.UU.)
- h. Australia/Nueva Zelanda

- i. Otros países de Oceanía (Aparte de Australia/Nueva Zelanda)
 - j. África
- Considera los siguientes escenarios acerca de una publicación:
 - a. Se ha publicado una vez por el generador del contenido
 - b. Se ha publicado más de una vez por el generador del contenido
 - 4- ¿En qué escenario prestarías más atención a la publicación?
(*Respuestas: A, B*)
 - 5- ¿Qué escenario te interesaría más compartir la publicación? (*Respuestas: A, B*)
 - En el mismo periodo de tiempo y sobre el mismo tema, Generador del Contenido A y Generador del Contenido B han hecho lo siguiente:
 - Generador del Contenido A ha repetido la misma publicación unas veces
 - Generador del Contenido B ha publicado varias publicaciones diferentes
 En ese periodo,
 - 6- ¿A las publicaciones de quién de quién prestarías más atención?
(*Respuestas: Generador del Contenido A, Generador del Contenido B*)
 - 7- ¿Las publicaciones de quién te interesaría más compartir? (*Respuestas: Generador del Contenido A, Generador del Contenido B*)
 - Generador del Contenido A y Generador del Contenido B han hecho lo siguiente:
 - Generador del Contenido A ha publicado una publicación
 - Generador del Contenido B ha publicado exactamente la misma publicación que Generador del Contenido A, pero le ha agregado una pregunta/encuesta
 - 8- ¿A publicación de quién prestarías más atención? (*Respuestas: Generador del Contenido A, Generador del Contenido B*)

9- ¿Publicación de quién te interesaría más responder/comentar?

(Respuestas: Generador del Contenido A, Generador del Contenido B)

10- ¿Publicación de quién te interesaría más compartir? *(Respuestas:*

Generador del Contenido A, Generador del Contenido B)

- Generador del Contenido A y Generador del Contenido B han hecho lo siguiente:

- Generador del Contenido A ha publicado una publicación
- Generador del Contenido B ha publicado exactamente la misma publicación que Generador del Contenido A, pero le ha agregado un nuevo medio afín. Por ejemplo:
 - Si A ha publicado una publicación textual, B ha publicado la misma y le ha agregado una imagen
 - Si A ha publicado una publicación con un texto y una imagen, B ha publicado la misma y le ha agregado más imágenes
 - Si A ha publicado una publicación con un texto y una pista de audio, B ha publicado la misma y le ha agregado una pista de video también

11- ¿A publicación de quién prestarías más atención? *(Respuestas:*

Generador del Contenido A, Generador del Contenido B)

12- ¿Publicación de quién te interesaría más compartir? *(Respuestas:*

Generador del Contenido A, Generador del Contenido B)

- Sobre el mismo tema, Generador del Contenido A y Generador del Contenido B han hecho lo siguiente:

- Generador del Contenido A ha publicado una publicación exclusivamente compuesta por su propio contenido
- Generador del Contenido B ha publicado una publicación compuesta por contenido generado por otros usuarios sobre el mismo tema

13- ¿A publicación de quién prestarías más atención? *(Respuestas:*

Generador del Contenido A, Generador del Contenido B)

- 14- ¿Publicación de quién te interesaría más compartir? (*Respuestas: Generador del Contenido A, Generador del Contenido B*)
- 15- ¿Publicación de quién considerarías ser más digna de confianza? (*Respuestas: Generador del Contenido A, Generador del Contenido B*)
- Considera los siguientes escenarios acerca de una publicación:
 - a. El generador del contenido no ha respondido a los comentarios de usuarios a cerca de la publicación
 - b. El generador del contenido ha respondido a los comentarios positivos de usuarios a cerca de la publicación
- 16- ¿En qué escenario prestarías más atención a la publicación? (*Respuestas: A, B*)
- 17- ¿Qué escenario te interesaría más compartir la publicación? (*Respuestas: A, B*)
- 18- ¿En qué escenario considerarías que la publicación sería más digna de confianza? (*Respuestas: A, B*)
- Considera los siguientes escenarios acerca de una publicación:
 - a. El generador del contenido ha respondido a los comentarios positivos de usuarios acerca de la publicación
 - b. El generador del contenido ha respondido a los comentarios positivos y negativos de usuarios acerca de la publicación
- 19- ¿En qué escenario prestarías más atención a la publicación? (*Respuestas: A, B*)
- 20- ¿Qué escenario te interesaría más compartir la publicación? (*Respuestas: A, B*)
- 21- ¿En qué escenario considerarías que la publicación sería más digna de confianza? (*Respuestas: A, B*)

- Sobre el mismo tema, Generador del Contenido A y Generador del Contenido B han hecho lo siguiente:
 - Generador del Contenido A ha publicado una publicación compuesta por contenido generado de nivel profesional
 - Generador del Contenido B ha publicado una publicación compuesta por contenido generado de nivel usuario
- 22- ¿A publicación de quién prestarías más atención? (*Respuestas: Generador del Contenido A, Generador del Contenido B*)
- 23- ¿Publicación de quién te interesaría más compartir? (*Respuestas: Generador del Contenido A, Generador del Contenido B*)
- 24- ¿Publicación de quién considerarías ser más digna de confianza? (*Respuestas: Generador del Contenido A, Generador del Contenido B*)
- Sobre el mismo tema y en varios canales de medios sociales, Generador del Contenido A y Generador del Contenido B han hecho lo siguiente:
 - Generador del Contenido A ha publicado la misma publicación en esos canales de medios sociales
 - Generador del Contenido B ha publicado publicaciones diferentes pero relacionados en esos canales de medios sociales
- 25- ¿En conjunto, a las publicaciones de quién prestarías más atención? (*Respuestas: Generador del Contenido A, Generador del Contenido B*)
- 26- ¿Las publicaciones de quién te interesaría más compartir? (*Respuestas: Generador del Contenido A, Generador del Contenido B*)
- Considera los siguientes escenarios acerca de una entidad que está actualmente desarrollando un nuevo anuncio para un producto/servicio existente:
 - a. La entidad publica una publicación y anuncia que pronto presentaría un nuevo anuncio

- b. La entidad publica una publicación y anuncia que pronto presentaría un nuevo anuncio y pide a los usuarios que participen en el proceso de desarrollo al sugerir sus ideas
- 27- ¿En qué escenario prestarías más atención a la publicación?
(Respuestas: A, B)
- 28- ¿Qué escenario te interesaría más compartir la publicación?
(Respuestas: A, B)
- Considera los siguientes escenarios acerca de una entidad que está actualmente desarrollando un nuevo anuncio para un producto/servicio y necesita alguna información personal relacionada con sus usuarios para desarrollar un anuncio mejor (recogería la información personal anónimamente):
 - a. La entidad publica una publicación y anuncia que pronto presentaría un nuevo anuncio y pide a los usuarios que le comparten la información personal necesaria
 - b. La entidad publica una publicación y anuncia que pronto presentaría un nuevo anuncio y pide a los usuarios que le comparten la información personal necesaria y también participen en el proceso de desarrollo al sugerir sus ideas
- 29- ¿En qué escenario estarías más dispuesto a compartir algo de tu información personal con la entidad? (Respuestas: A, B)
- Considera los siguientes escenarios acerca de una entidad que está actualmente desarrollando un nuevo producto/servicio:
 - a. La entidad publica una publicación y anuncia que pronto presentaría un nuevo producto/servicio
 - b. La entidad publica una publicación y anuncia que pronto presentaría un nuevo producto/servicio y pide a los usuarios que participen en el proceso de desarrollo al sugerir sus ideas

30- ¿En qué escenario prestarías más atención a la publicación?

(Respuestas: A, B)

31- ¿Qué escenario te interesaría más compartir la publicación?

(Respuestas: A, B)

- Considera los siguientes escenarios acerca de una entidad que está actualmente desarrollando un nuevo producto/servicio y necesita alguna información personal relacionada con sus usuarios para desarrollar un producto/servicio mejor (recogería la información personal anónimamente):

- a. La entidad publica una publicación y anuncia que pronto presentaría un nuevo producto/servicio y pide a los usuarios que compartan la información personal necesaria
- b. La entidad publica una publicación y anuncia que pronto presentaría un nuevo producto/servicio y pide a los usuarios que compartan la información personal necesaria y también participen en el proceso de desarrollo al sugerir sus ideas

32- ¿En qué escenario estarías más dispuesto a compartir algo de tu información personal con la entidad? *(Respuestas: A, B)*

- Considera los siguientes escenarios acerca de una entidad que está actualmente mejorando un producto/servicio existente:

- a. La entidad publica una publicación y anuncia que pronto presentaría el producto/servicio mejorado
- b. La entidad publica una publicación y anuncia que pronto presentaría el producto/servicio mejorado y pide a los usuarios que participen en el proceso de mejoramiento al sugerir sus ideas

33- ¿En qué escenario prestarías más atención a la publicación?

(Respuestas: A, B)

34- ¿Qué escenario te interesaría más compartir la publicación?

(Respuestas: A, B)

- Considera los siguientes escenarios acerca de una entidad que está actualmente mejorando un producto/servicio existente y necesita alguna información personal relacionada a sus usuarios para hacer un trabajo mejor (recogería la información personal anónimamente):
 - a. La entidad publica una publicación y anuncia que pronto presentaría el producto/servicio mejorado y pide a los usuarios que compartan la información personal necesaria
 - b. La entidad publica una publicación y anuncia que pronto presentaría el producto/servicio mejorado y pide a los usuarios que compartan la información personal necesaria y también participen en el proceso de mejora al sugerir sus ideas

35- ¿En qué escenario estarías más dispuesto a compartir algo de tu información personal con la entidad? (Respuestas: A, B)

8.3.3 Chinese Version

8.3.3.1 Introduction

您好，欢迎访问我们的问卷调查页！

我叫做瓦阿扎米（Davar Azarmi），是马德里康普顿斯大学的博士生。目前我们学校正在进行一项研究，研究是关于人们在面对社交媒体上不同情景的行为。通过回答这份问卷，您将给予我们极大的帮助。

在您开始之前，我们需要提及以下几点：

- 整份问卷一共包含35个问题，需要您花费几分钟来回答。

- 这是一份不记名的问卷，我们不会询问任何有关您的身份的任何信息。
- 我们的问卷中将提及几个“技术相关的”专有名词，您或许已经很熟悉了，不过无论如何，以下是一个定义的列表，您可以在您开始回答问题之前阅读一下。

8.3.3.2 Definitions

- **社交媒体平台：**每一个被用来进行交流的社交媒体被称为“社交媒体平台”。举例说明，如果您是新浪微博和微信的用户，那么他们中的每一个都是您的社交媒体平台。
- **帖子：**被发布在社交媒体平台上的任何种类的内容被称之为一个帖子。举例说明，您在您微博或微信上写的内容或者发布的图片以及这些图片的注解等。
- **分享：**当一个用户发布其他人的帖子，这个帖子被称为分享。
- **用户生成的内容：**任何由社交媒体用户原创的内容。举例说明，您在微博上更新的状态，您在优酷发布的视频或者在微信上发布的照片，这些都是用户生成的内容的例子。
- **专业级的内容：**由专业人员制作的内容称为专业级的内容。举例说明，官方的电影预告片是由影视圈的专业人士制作；婚纱照是由专业的摄影师制作。

- **用户级的内容：**由非专业人士制作的内容称为用户级的内容。举例说明，用户用手机制作并上传的照片或视频。
- **不记名信息收集：**没有方法找出哪一份问卷是由哪一位参与者所提供的信息收集过程称为不记名信息收集。

8.3.3.3 Questions

1- 性别：

- a. 男
- b. 女

2- 年龄组（岁）：

- a. 12 – 17
- b. 18 – 24
- c. 25 – 34
- d. 35 – 44
- e. 45 – 54
- f. 55 – 64
- g. 65+

3- 您住在哪里？

- a. 西班牙
- b. 其他欧洲国家（除西班牙以外）
- c. 中国
- d. 其他东亚国家（除中国以外）
- e. 其他亚洲国家（除东亚以外）
- f. 加拿大/美国

- g. 其他美洲国家（除加拿大/美国以外）
 - h. 澳大利亚/新西兰
 - i. 其他大洋洲国家（除澳大利亚/新西兰以外）
 - j. 非洲
- 关于一个帖子，考虑以下两种情景：
 - a. 已被发帖者发布一次
 - b. 已被发帖者发布几次
 - 4- 在哪一种情景中您将更注意帖子？ (*Answers: A, B*)
 - 5- 哪一种情景将更加吸引您去分享这个帖子？ (*Answers: A, B*)
- 在相同的时间段内对于同一个主题，发布者A和发布者B分别做了如下动作：
 - 发布者A把同一个帖子重复发布了若干次
 - 发布者B发布了几个不同的帖子
 在这个时间段内，
 - 6- 您对哪一个发布者将更加注意？ (*Answers: Sender A, Sender B*)
 - 7- 谁的帖子将更加吸引您去分享？ (*Answers: Sender A, Sender B*)
 - 发布者A和发布者B分别做了如下动作：
 - 发布者A发布了一个帖子
 - 发布者B发布了一个和发布者A完全一样的帖子，但是在帖子的最后加上了问题或投票
 - 8- 您将更加注意他们中的哪一个？ (*Answers: 发布者A, 发布者B*)
 - 9- 谁的帖子将更加吸引您去评论或响应？ (*Answers: 发布者A, 发布者B*)
 - 10- 谁的帖子将更加吸引您去分享？ (*Answers: 发布者A, 发布者B*)

- 发布者A和发布者B分别做了如下动作：
 - 发布者A发布了一个帖子
 - 发布者B发布了一个和发布者A一样的帖子，但是在帖子中加入了相关的新媒介。例如：
 - 如果A发布了一个纯文字的帖子，那么B发布了一个一样的帖子并且加入了一个图片。
 - 如果A发布了一个帖子含有文字和一个图片，那么B发布了一个一样的帖子并且加入了更多的图片。
 - 如果A发布了一个帖子含有文本和音频，那么B发布了相同的帖子并且加入了视频。
- 11- 您将更加注意谁的帖子？ (*Answers: 发布者A, 发布者B*)
- 12- 谁的帖子将更加吸引您去分享？ (*Answers: 发布者A, 发布者B*)
- 在相同的主题下，发布者A和发布者B分别做了如下动作：
 - 发布者A发布了一个纯粹由他自己编写的帖子。
 - 发布者B发布了一个结合了其他人的、同一个主题下的内容的帖子。
- 13- 您将更加注意谁的帖子？ (*Answers: 发布者A, 发布者B*)
- 14- 谁的帖子将更加吸引您去分享？ (*Answers: 发布者A, 发布者B*)
- 15- 您认为在这个主题下，谁的帖子更加可靠？ (*Answers: 发布者A, 发布者B*)
- 考虑一个帖子的以下两种情景：
 - a. 发布者没有回复任何评论。
 - b. 发布者回复了正面的评论。
- 16- 在哪种情景下您将更注意帖子？ (*Answers: A, B*)
- 17- 哪种情景更吸引您去分享帖子？ (*Answers: A, B*)

- 18- 您认为在哪个情景下的帖子更可靠? (*Answers: A, B*)
- 考虑一个帖子的以下两种情景:
 - a. 发布者回复了正面的评论。
 - b. 发布者回复了正面的以及负面的评论。
- 19- 在哪种情景下您将更注意帖子? (*Answers: A, B*)
- 20- 哪种情景更吸引您去分享帖子? (*Answers: A, B*)
- 21- 您认为在哪个情景下的帖子更可靠? (*Answers: A, B*)
- 在相同的主题下, 发布者A和发布者B分别做了如下动作:
 - 发布者A发布了一个帖子包含专业级的内容。
 - 发布者B发布了一个帖子包含用户级的内容。
- 22- 您将更加注意谁的帖子? (*Answers: 发布者A, 发布者B*)
- 23- 谁的帖子将更加吸引您去分享? (*Answers: 发布者A, 发布者B*)
- 24- 您认为在这个主题下, 谁的帖子更加可靠? (*Answers: 发布者A, 发布者B*)
- 在几个社交媒体平台中, 在相同的主题下, 发布者A和发布者B分别做了如下动作:
 - 发布者A在这些社交媒体平台中发布了相同的帖子。
 - 发布者B在这些社交媒体平台中发布了不同但是相关的帖子。
- 25- 您将更加注意谁的帖子? (*Answers: 发布者A, 发布者B*)
- 26- 谁的帖子将更加吸引您去分享? (*Answers: 发布者A, 发布者B*)
- 一个发布方处于为一个产品/服务制作一则新的广告的过程中, 考虑以下几个情景:
 - a. 发布方发布一个帖子宣布他们将制作一则新的广告。

- b. 发布方发布一个帖子宣布他们将制作一则新的广告并要求其他用户通过提出建议的方式参与到新广告的制作过程中。
- 27- 在哪种情景下您将更注意帖子? (*Answers: A, B*)
- 28- 哪种情景更吸引您去分享帖子? (*Answers: A, B*)
- 一个发布方处于为一个产品/服务制作一则新的广告的过程中, 需要一些其用户的相关个人信息来设计一个更好的广告(个人信息将被无记名收集), 考虑以下几个情景:
 - a. 发布方发布一个帖子宣布他们很快将制作一则新的广告并要求用户给出个人信息。
 - b. 发布方发布一个帖子宣布他们很快将制作一则新的广告并要求用户给出个人信息, 同时要求其他用户通过提出建议的方式参与到新广告的制作过程中。
- 29- 在哪种情景下您更加愿意与发布方分享一些个人信息? (*Answers: A, B*)
- 一个发布方处于开发一个新产品/新服务的过程中, 考虑以下几个情景:
 - a. 发布方发布一个帖子宣布他们很快将开发一个新产品/新服务。
 - b. 发布方发布一个帖子宣布他们很快将开发一个新产品/新服务, 并要求用户通过提出建议的方式参与到开发过程中。
- 30- 在哪种情景下您将更注意帖子? (*Answers: A, B*)
- 31- 哪种情景更吸引您去分享帖子? (*Answers: A, B*)
- 一个发布方处于开发一个新产品/新服务的过程中, 需要一些其用户的相关个人信息来开发一个更好的产品/服务(个人信息将被无记名收集), 考虑以下几个情景:

- a. 发布方发布一个帖子宣布他们很快将开发一个新产品/新服务并要求用户给出个人信息。
- b. 发布方发布一个帖子宣布他们很快将开发一个新产品/新服务并要求用户给出个人信息，同时要求其他用户通过提出建议的方式参与到新产品/新服务的开发过程中。

32- 在哪种情景下您更加愿意与发布方分享一些个人信息？ (Answers: A, B)

- 一个发布方处于改良一个现有产品/现有服务的过程中，考虑以下几个情景：
 - a. 发布方发布一个帖子宣布他们很快将改良一个现有产品/现有服务。
 - b. 发布方发布一个帖子宣布他们很快将改良一个现有产品/现有服务，并要求用户通过提出建议的方式参与到改良过程中。

33- 在哪种情景下您将更注意帖子？ (Answers: A, B)

34- 哪种情景更吸引您去分享帖子？ (Answers: A, B)

- 一个发布方处于改良一个现有产品/现有服务的过程中，需要一些其用户的相关个人信息来对现有产品/现有服务进行更好的改良（个人信息将被无记名收集），考虑以下几个情景：
 - a. 发布方发布一个帖子宣布他们很快将改良一个现有产品/现有服务并要求用户给出个人信息。
 - b. 发布方发布一个帖子宣布他们很快将改良一个现有产品/现有服务并要求用户给出个人信息，同时要求其他用户通过提出建议的方式参与到现有产品/现有服务的改良过程中。

35- 在哪种情景下您更加愿意与发布方分享一些个人信息？ (Answers: A, B)

8.4 Questionnaire's Website

8.4.1 Entrance Page

8.4.1.1 English Version and General Anatomy of the Page

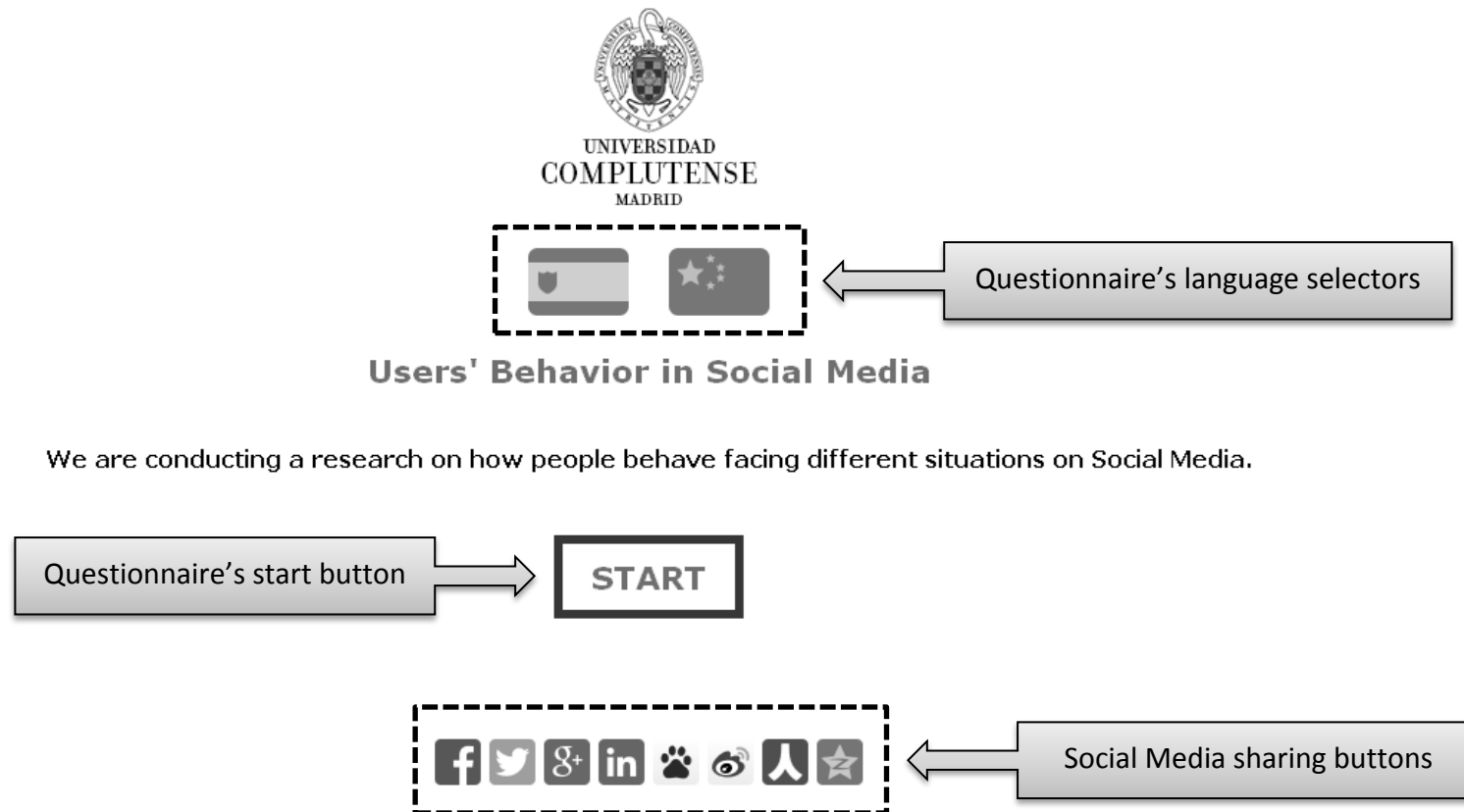


Figure 8-1: Entrance Page of Questionnaire's Website in English and Its Anatomy

Source: Own Elaboration

8.4.1.2 Spanish Version



Comportamiento de Usuarios en Medios Sociales

Estamos realizando una investigación para entender como la gente se comporta en las diferentes situaciones en Los Medios Sociales.

INICIAR



Figure 8-2: Entrance Page of Questionnaire's Website in Spanish

Source: Own Elaboration

8.4.1.3 Chinese Version



Figure 8-3: Entrance Page of Questionnaire's Website in Chinese

Source: Own Elaboration

8.4.2 Introduction and Definitions' Page of Questionnaire's Website and Its General Anatomy

The screenshot displays the 'Introduction and Definitions' page of a questionnaire website. At the top center is the logo of Universidad Complutense Madrid, with the text 'UNIVERSIDAD COMPLUTENSE MADRID' and 'Users' Behavior in Social Media' below it. A language selector dropdown menu is positioned to the right of the logo, currently set to 'English'. The main content area is divided into two sections: 'Introduction' and 'Definitions'. The 'Introduction' section contains a welcome message and a list of points to mention before starting. The 'Definitions' section lists several terms: Social Media Channel, Post, Share, User-generated Content, Professional-level Produced Content, User-level Produced Content, and Anonymous information collection. At the bottom of the page, there are two large buttons: 'Continue from a previously saved' and 'Clear all the answers and exit'. A 'Next' button is also visible at the bottom center. Callouts point to the language selector, the introduction section, the definitions section, the navigation button, and the 'Continue from a previously saved' button.

UNIVERSIDAD COMPLUTENSE MADRID

Users' Behavior in Social Media

English

Questionnaire's language selector

Introduction section

Definitions section

Navigation button

Continue from a previously saved

Clear all the answers and exit

Load unfinished survey

Next

Exit and clear survey

Figure 8-4: Introduction and Definitions' Page of Questionnaire's Website and Its General Anatomy

8.4.3 Questions' Section Page Sample and Its General Anatomy

The image shows a screenshot of a questionnaire page titled "Users' Behavior in Social Media" from the University of Complutense Madrid. The page includes a progress bar at 0%, a language selector set to English, and a "Definitions" link. The main content area contains three questions (8, 9, and 10) about social media behavior, each with radio button options for "Sender A" and "Sender B". At the bottom, there are navigation buttons: "Resume later", "Previous", "Next", and "Exit and clear survey".

Annotations pointing to various elements on the page include:

- Check the definitions
- Questionnaire's language selector
- Progress bar
- Question's box
- Answer's box
- Navigation buttons
- Save the questionnaire to continue later
- Clear all the answers and exit

Figure 8-5: Questions' Section Page Sample of Questionnaire's Website and Its General Anatomy

8.4.4 Questions' Section Error's Page Sample and Its Anatomy

The screenshot displays a questionnaire interface for 'Users' Behavior in Social Media' at the Universidad Complutense Madrid. At the top, there is a language dropdown menu set to 'English'. A white warning box with a black border is centered on the screen, containing the text: 'One or more mandatory questions have not been answered. You cannot proceed until these have been completed.' and an 'OK' button. An arrow points from a grey box labeled 'Warning Box' to this warning box. Below the warning box, the questionnaire content is visible. It starts with a scenario: 'Sender A and Sender B have done the following: - Sender A has sent a post - Sender B has sent the exact same post as Sender A, but has added a question/poll to it'. This is followed by question 8: 'To whose post would you pay more attention?'. A grey box labeled 'Exact cause of the error' with an arrow points to the text 'This question is mandatory.' which precedes the radio button options for 'Sender A' and 'Sender B'. Below question 8 are questions 9 and 10, both asking about which post would intrigue the user more to leave a comment or share, with 'Sender A' selected by default. At the bottom of the page, there are three buttons: 'Resume later', 'Previous', and 'Next', followed by an 'Exit and clear survey' button.

UNIVERSIDAD COMPLUTENSE MADRID

Users' Behavior in Social Media

English

One or more mandatory questions have not been answered. You cannot proceed until these have been completed.

OK

Warning Box

Sender A and Sender B have done the following:

- Sender A has sent a post
- Sender B has sent the exact same post as Sender A, but has added a question/poll to it

8- To whose post would you pay more attention?

This question is mandatory.

Exact cause of the error

☐ Sender A

☐ Sender B

9- Whose post would intrigue you more to leave a comment/response?

☒ Sender A

☐ Sender B

10- Whose post would intrigue you more to share?

☒ Sender A

☐ Sender B

Resume later

Previous Next

Exit and clear survey

Figure 8-6: Questions' Section Error's Page Sample of Questionnaire's Website and Its Anatomy

8.4.5 Saving Unfinished Questionnaire's Page

Save your unfinished survey

Enter a name and password for this survey and click save below.
Your survey will be saved using that name and password, and can be completed later by logging in with the same name and password.

If you give an email address, an email containing the details will be sent to you.

After having clicked the save button you can either close this browser window or continue filling out the survey.
To remain anonymous please use a pseudonym as your username, also an email address is not required.

Name:

Password:

Repeat password:

Your email address:

[Return to survey](#)

Figure 8-7: Saving Unfinished Questionnaire's Page of Questionnaire's Website

Source: Own Elaboration

8.5 The Research Survey's Flyers

8.5.1 Flyers' Design

8.5.1.1 Flyer's Design for Cities in Spain



UNIVERSIDAD COMPLUTENSE
MADRID

Comportamiento de Usuarios en Medios Sociales

社交媒体中的用户行为

Users' Behavior in Social Media

Estamos realizando una investigación para entender como la gente se comporta en las diferentes situaciones en Los Medios Sociales.

我们正在做一项关于《人们在面对社交媒体上不同情景中的行为》的研究。

We are conducting a research on how people behave facing different situations on Social Media.

¡Ir a **SureTick.com** y ayúdanos!

前往 **SureTick.com** 帮助我们!

Go to **SureTick.com** and help us!



Figure 8-8: Flyer's design for cities in Spain

Source: Own Elaboration

8.5.1.2 Flyer's Design for Cities in China



Figure 8-9: Flyer's design for cities in China

Source: Own Elaboration

8.5.2 Photos of Flyers in Actual Locations

8.5.2.1 Flyers in Spain







8.5.2.2 Flyers in China







平安里站

PING'ANLI Station

4号线 Line 4

6号线 Line 6



西南口 South-West

本站首末车

First / Last Train from Th

6号线
Line 6

开往潞城
To LUCHENG

开往海淀五路居
To HAIDIAN WULUJU

首车
First Train

05:38

05:50

末车 (全程) 22:55

社交媒体中的用户行为
Users' Behavior in Social Media

我们正在做一项关于「人们在面对社交媒体上不同情境中的行为」的研究。
We are conducting a research on how people behave facing different situations on Social Media.

前往 SuroTick.com 帮助我们!
Go to SuroTick.com and help us!









8.6 The Research Survey's Results (Raw Data)

The answers to the questionnaire from all the 11,163 participants are presented in this section. To prevent unnecessary elongation – due to huge number of data rows – the responses are formatted in a way to occupy the minimum possible space. Each participants answer has shown in a line which starts with a five digit number, which is the row number and followed by seven groups of letters, which each group contains five letters. The first group of letters shows answers to the questions one to five, the second group contains answers to the questions six to ten and so on.

00001 bbaaa bbbbbb bbaaa aaabb bbbbbb bbbbbb bbbbbb
00002 beaaa bbbbbb bbaaa aaabb bbbbbb bbbbbb bbbbbb
00003 bbaaa aabbbb bbbbbb aaabb bbaab bbbbbb bbbbbb
00004 aeaaa bbaaa bbbbbb aaabb bbbbbb bbbbbb bbbbbb
00005 aecbb aabbbb bbbbbb aaabb bbbbbb bbbbbb bbbbbb
00006 bcbcb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00007 adbaa bbbbbb bbbbbb bbbbbb bbaab bbbbbb bbbbbb
00008 aeabb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00009 bccbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00010 accbb bbbbbb bbbbbb bbbbbb bbaab bbbbbb bbbbbb
00011 adcbb aabbbb bbaaa bbbbbb baaaa abbbb bbbbbb
00012 accbb babb bbbba bbbbbb aaaaab babb bbbbbb
00013 acjaa bbaba aabaa abaaa abbbb aaaa baaba
00014 accab bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00015 bccba abbbb aaaaa aaabb baaab bbbbbb babb
00016 adccb abbbb bbbbbb bbbbbb bbaaa abbbb bbbbbb
00017 bccab bbbbbb bbaaa bbbbbb bbbab bbbba abbbb
00018 adcba bbbab babab abbaa abaab aaaa abbaa
00019 bfcbb aabbbb bbabb bbbbbb bbbab baabb bbbbbb
00020 bdbbb bbbbbb bbaaa bbbbbb bbaaa aaba aaaa
00021 bcaba bbbba bbabb bbbbbb bbaaa abbbb bbbbbb
00022 bdcbb bbbbbb bbaaa bbbbbb baaab bbbbbb bbbbbb
00023 adccb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00024 adccb bbbbbb bbaaa bbbbbb bbbbbb bbbbbb bbbbbb
00025 becbb bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00026 bccbb aabbbb bbaaa bbbba aaaab bbbbbb bbbbbb
00027 bccba abbbb bbbbbb aaabb baaab bbbbbb bbbbbb
00028 bccaa bbbbbb bbbba bbbbbb bbaaa abbbb bbbbbb
00029 acba bbbbbb bbbbbb bbbbbb bbbab bbbbbb bbbbbb
00030 bdcbb bbaaa bbaaa aaabb baaab baaaa aaaa
00031 adccb bbbbbb bbaaa bbbbbb baabb bbbbbb bbbbbb
00032 bccbb bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00033 bccbb bbbbbb bbbbbb bbabb baaab bbbbbb bbbbbb
00034 adcaa bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00035 adccb bbbbbb bbabb baabb bbbba abbbb bbbbbb
00036 adcaa aabbbb bbbbbb bbbbbb baabb bbbbbb bbbbbb
00037 aecba bbbba bbbbbb bbbbbb baaab bbbbbb bbbbbb
00038 becba bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00039 bccba bbbbbb bbaaa bbbbbb bbbbbb bbbbbb bbbbbb
00040 bccaa bbaaa bbbbbb bbbbbb bbbab bbbbbb bbbbbb
00041 adaaa bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00042 ababb bbbbbb bbaaa bbbbbb bbbbbb bbbbbb bbbbbb
00043 bdcba bbbbbb bbbbbb bbbba aaaab bbbbbb bbbbbb
00044 bfcbb bbaaa bbbbbb bbbbbb baaab bbbbbb bbbbbb
00045 abaaa bbbbbb bbbbbb bbbbbb bbbbbb bbaaa aabbb
00046 ababb aabbbb bbbbbb bbbbbb bbbbbb baaab bbbbbb
00047 afaaa bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00048 afabb aabbbb bbbbbb bbbba abbbb bbbbbb bbbbbb
00049 bccaa aabbbb aabbbb bbbbbb baaab bbbbbb bbbbbb
00050 bfabb aabbbb bbaaa bbbbbb bbbbbb bbbbbb bbbbbb
00051 aebaa bbbbbb bbbbbb bbbba aaaab bbbbbb bbbbbb
00052 bbabb aabbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00053 bbaaa bbbbbb bbbbbb bbbba abbbb bbbbbb bbbbbb
00054 afabb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00055 adcaa aabbbb bbbbbb aaabb bbbbbb bbbbbb bbbbbb
00056 afcaa aabbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00057 adaaa aabbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00058 aeabb aabbbb bbbbbb aaabb bbbbbb bbbbbb bbbbbb
00059 bccaa bbbbbb bbaaa bbbbbb baaab bbbbbb bbbbbb
00060 abfbb bbbbbb bbaaa bbbbbb bbbbbb bbbbbb bbbbbb
00061 adfbb aabbbb bbbbbb aaabb bbbbbb bbbbbb bbbbbb
00062 acaaa bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00063 ababb aabbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00064 bcfaa bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00065 addaa bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00066 acfaa bbbbbb bbbbbb aaabb baaab bbbbbb bbbbbb
00067 acbbb aabbbb bbaaa aaabb baaab bbbbbb bbbbbb
00068 ababb bbaaa bbaaa bbbbbb bbbbbb bbbbbb bbbbbb
00069 acabb bbaaa bbaaa bbbbbb bbaab bbbbbb bbbbbb
00070 aadb bbbbbb aabbb bbbbbb baaab bbbbbb bbbbbb
00071 beabb bbbbbb bbaaa bbbbbb baaab bbbbbb bbbbbb
00072 aejbb bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00073 abfaa aabbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00074 adabb bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00075 aecaa bbbbbb bbbbbb aaabb baaab bbbbbb bbbbbb
00076 bfaaa bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00077 bcbcb aabbbb bbbbbb bbbba abbbb bbbbbb bbbbbb
00078 bdabb bbbbbb bbbbbb bbbba aaaab bbbbbb bbbbbb
00079 adabb aabbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00080 adcaa bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00081 bdebb bbbbbb bbbbbb bbbbbb bbbbbb baaab bbbbbb
00082 bbbbbb aabbbb bbbbbb bbbbbb bbbba abbbb bbbbbb
00083 abcaa bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00084 afhbb bbbbbb bbbbbb bbbbbb bbbbbb bbbba aabbbb
00085 bdebb bbbbbb bbbbbb aaaaa abbbb bbbbbb bbbbbb
00086 abgbb aabbbb bbbbbb bbbba abbaa abbbb bbbbbb
00087 bcabb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00088 bffaa aabbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00089 bfab bbbbbb bbbbbb aabbb abbbb bbbbbb bbbbbb
00090 bcbcb aabbbb bbbbbb aaabb bbbbbb bbbbbb bbbbbb
00091 aefaa bbbbbb bbaaa aaabb baaab bbbbbb bbbbbb
00092 bcabb bbbbbb bbbbbb aaabb baaab bbbbbb bbbbbb
00093 bcbcb bbbbbb bbbbbb bbbba abbbb bbbbbb bbbbbb
00094 bcbcb bbbbbb bbaaa bbbbbb baaab bbbbbb bbbbbb
00095 agabb aabbbb bbaaa bbbbbb baaab bbbbbb bbbbbb
00096 bccaa bbbbbb bbbbbb aaabb baaab bbbbbb bbbbbb
00097 adebb bbbbbb bbbbbb bbbbbb bbaab bbbbbb bbbbbb
00098 acdbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00099 bbcaa bbbbbb bbbbbb aaabb bbbbbb bbbbbb bbbbbb
00100 acabb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00101 bbaaa bbbbbb bbaaa bbbbbb bbaab bbbbbb bbbbbb
00102 bcaaa bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00103 afabb bbbbbb bbaaa bbbbbb bbbbbb bbbbbb bbbbbb
00104 bbabb bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00105 bbaaa bbbbbb bbaaa bbbba abbbb bbbbbb bbbbbb
00106 baebb bbbbbb bbbbbb bbbba abbbb bbbbbb bbbbbb
00107 beea bbbbbb bbaaa bbbbbb baaab bbbbbb bbbbbb
00108 bcjbb aabbbb bbbbbb aaabb bbbbbb bbbba aabbbb
00109 acabb bbbbbb bbbbbb aaaaa abbbb bbbbbb bbbbbb
00110 adcaa bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00111 abbaa aabbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00112 accbb bbbbbb bbbbbb bbbbbb bbbba abbbb bbbbbb
00113 acfbb bbaaa bbbbbb aaabb bbbbbb bbbbbb bbbbbb
00114 befaa bbbbbb bbaaa aaabb bbbbbb bbbbbb bbbbbb
00115 adaaa bbbbbb bbaaa aaabb bbbba abbbb bbbbbb
00116 acaaa bbbbbb aaaa bbbbbb bbbbbb bbbbbb bbbbbb
00117 adabb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbaaa
00118 adccb bbbbbb aabbbb aaabb bbbbbb bbbbbb bbbbbb
00119 bbebb bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00120 abaaa bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00121 aeabb aabbbb bbaaa bbbbbb baaab bbbbbb bbbbbb
00122 acgbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00123 bfhbb bbbbbb bbbbbb bbbba abbbb bbbbbb bbbbbb
00124 bbgbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbaaa
00125 bdbbb bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00126 bbaaa bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00127 bcaaa aabbbb aaaa bbbbbb bbbbbb bbbbbb bbbbbb
00128 baabb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00129 aegbb bbbbbb aabbbb aaabb bbbbbb bbbbbb bbbbbb
00130 afjaa bbbbbb bbaaa bbbbbb baaab bbbbbb bbbbbb
00131 bdfbb aabbbb bbbbbb aaabb baaab bbbbbb bbbbbb
00132 aeaaa bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbaaa
00133 bcaaa aabbbb bbbbbb aaaa aaaa bbbbbb bbbbbb
00134 ababb bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00135 accbb bbbbbb bbaaa bbbbbb baaab bbbbbb bbbbbb
00136 adgbb bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00137 bcabb bbbbbb bbaaa bbbbbb bbbbbb bbbbbb bbbbbb
00138 abaaa bbbbbb bbbbbb aabbb baaab bbbbbb bbbbbb
00139 bbabb bbbbbb bbaaa bbbbbb baaab bbbbbb bbaaa
00140 bebaa bbbbbb bbbbbb aaabb baaaa abbbb bbbbbb
00141 acaaa bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00142 aeabb aabbbb bbaaa bbbbbb bbbbbb baaab bbbbbb
00143 bebaa bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00144 baebb aabbbb bbaaa aaabb bbbbbb bbbbbb bbbbbb
00145 bbabb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00146 adabb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00147 bgcbb bbbbbb bbbbbb aaabb bbbbbb bbbbbb bbbbbb
00148 bcabb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00149 bdada bbbbbb bbbbbb bbbba abbbb bbbbbb bbbbbb
00150 bbgbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00151 afaaa bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb bbbbbb
00152 bdgbb bbbbbb bbaaa aaabb bbbbbb bbbbbb bbbbbb
00153 beabb bbbbbb bbbbbb bbbbbb baaab bbbbbb bbbbbb
00154 bfcbb bbbbbb bbaaa bbbbbb bbbbbb bbbbbb bbbbbb
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548

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